A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

Trade Mission Report: the Philippine market

April 19, 1965

Direct Line: New York/Manila

Business Bulletins *from around the world*

GERMANY—National Cash Register's German organization, National Registrier Kassen GmbH, to collaborate with German Olympia-Werke at Wilhelmshaven, in data processing field. At present, both firms will outfit machines to permit tying in NCR's punch card and tape system with Olympia's decimal bookkeeping machines. Current cooperation possibly will extend in future to related areas of production.

GREECE—Government sets amount of guarantee deposit required of all foreign insurance companies establishing here at $166,667. Previous sliding scale abolished.

GUINEA—Government requires suppliers who compete for Government orders involving more than $40,000 of imports to be subject to formal sealed bid invitations. Bids to be opened, awards made by special commission presided over by Minister of Foreign Commerce and Banks. Bidders or their representatives may be present at openings.

JAMAICA—1964 was most successful tourist year with visitor totals for year reaching all-time high of 227,417 tourist revenue amounting to $38.2 million. New high in numbers, revenue reversed three-year decline. Tourist Board credits favorable trend to stepped-up advertising, public relations efforts, substantial reductions in air fares. Increase of 20% in long-stay (over three days) visitors, 7% jump in short-stay visitors, resulted in more revenue per tourist in 1964 than in previous years. Board optimistic about prospects for 1965. Tourism is key Jamaican industry, third leading source of foreign exchange.

MALAYSIA—Parliament approves amendment to Loan Ordinance, empowering Federal Government to raise internal debt ceiling to $400 million. Government regards existing debt ceiling of $300 million as too restrictive in light of borrowing needed to implement programs during 1965. Part of funds to be borrowed under amendment will be for implementation of First Malaysia Plan to be introduced in 1966. Amendment also provides that any further increase in maximum borrowing limit shall be by Parliamentary amendment to Ordinance itself.

NETHERLANDS—Government to insure credits on exports to East European countries for periods up to 10 years.

PHILIPPINES—Philippine Appliance Corp., licensee of Westinghouse Electric International Co., inaugurated in Manila. Firm initially will assemble and /or manufacture electric refrigerators, room air conditioners, electric ranges for sale under Westinghouse trademark. Expansion plans call for manufacture of TV sets, freezers, water coolers, floor polishers, vacuum cleaners, other appliances.

SPAIN—Under two new regulations, motion picture scriptwriters granted same protection of artistic works already applicable to theater plays; geographic locations here and assisting Spanish studios must be given credit lines in national, foreign, coproductions filmed partially in country.

SWITZERLAND—Gross National Product reached estimated $12.8 billion in 1964, 9.7% over 1963 level. Construction, government expenditures, exports of goods, services showed greatest rate of growth.

THAILAND—International Bank for Reconstruction and Development approves $6 million loan to Government to finance installation of two 70 mw. generators penstocks at Yan Hee Dam, improvements in Bangkok substation, and extension of transmission lines. Total cost estimated at $9.8 million.

TRINIDAD—Plans for $3 million tire, tube factory producing 80,000 car tires, 15,000 bus, truck tires annually announced by Messrs. Aziz and Haroun Ahamad. Construction to cost $1.8 million with plant expected to go into operation in 18 months. Engineering assistance to be sought in U.S. Ahamads have applied to Trinidad & Tobago Industrial Development Corporation for preferential treatment under pioneer industry law.

TUNISIA—Total 138,000 tourists visited here in 1964, 32% increase over 1963. Income from tourism placed at about $10 million. With anticipated opening in September of Tunis Hilton, trend toward increasing tourism can be expected to continue.

UNITED KINGDOM—Import license requirements removed on non-fissile radioactive materials. Licenses still required for plutonium, uranium 233 and 235 and substances containing any of these isotopes.

VENEZUELA—Contract signed with U.S. consulting group to analyze traffic patterns and recommend equipment for proposed Caracas subway. Bids to be solicited this year from firms in U.S., France, Japan, Sweden, Canada.

VIET-NAM—1964 imports totaled $279 million of which $187 million was financed by U.S. aid, $92 million with Vietnamese foreign exchange. Opportunities exist for U.S. suppliers of polyester fibers, men's suitings, dyestuffs, heavy duty rubber tires, tubes, plastic raw materials, fertilizer, various equipment, machinery. Government released foreign exchange to import patent medicine, secondary pharmaceutical raw materials, industrial paper products, business machines, electrical appliances, engine parts. U.S. suppliers, with a few exceptions, must have authorized agents here.

YUGOSLAVIA—U.S. and Yugoslavia signed agreement under Public Law 480 (Food for Peace) calling for shipment of 700,000 tons of wheat. Cost of shipment, $53.4 million, to be paid in dollars over 12 years.

ZAMBIA—New $700,000 textile factory, now under construction in Lusaka, to begin production before Aug. 1. To employ 100 persons, has eventual capacity sufficient to cut knitted goods imports in half.

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the cover

The opening of a direct cable channel between the United States and the Philippines was the occasion for the gathering of the following in the New York office of the Philippine Consul General. Left to right: William D. Carlebach, Director of the U.S. Trade Mission to the Philippines (See page 2); Bartomome Umayam, Philippine Consul General; Adlai E. Stevenson, U.S. Ambassador to the United Nations; Edward A. Gallagher, President of Western Union International; and Privado G. Jimenez, Philippine Ambassador to the United Nations. The first messages were sent April 12.

International Commerce

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To hold first place in Philippine trade, we must try harder

Opportunities exist right now and more will develop in land rich in natural resources, industrious people

By WILLIAM D. CARLEBACH
Mission Director

An advertising slogan currently in vogue in the United States says, "We're number two—we try harder."

CARLEBACH

With respect to foreign trade in the Philippines, the United States continues to hold first place; but if we are to cling to the pinnacle, certainly we must try harder.

The U.S. businessmen who constituted the Bureau of International Commerce Industrial Development Mission just back from the Philippines found that countless opportunities for increased trade exist right now, and any long-range forecast must conclude that far greater opportunities will develop. For the Republic is a classic developing country—a land rich in natural resources as yet untapped, with a commercial-fishing potential of large proportions, thousands of acres of productive land not now contributing meaningfully to its economy, adn most important of all assets, an industrious population with an entrepreneurial fervor capable of ingenious use of the limited industrial plant now available.

This is not to say that all is milk and honey. A developing country faces many challenges and must make many important decisions.

Filipinos are a rightfully proud people, and a growing sense of nationalism will continue to manifest itself. The members of this Mission, through hundreds of interviews with the business and governmental community, came away reassured by the indications of the friendship that has existed and continues to exist between our countries through years of war and years of peace.

Investment interest

The Mission noted substantial interest in foreign investment, and was impressed with the number of proposals for joint-ventures with U.S. companies. There is increasing discussion in Manila of the need for investment legislation that will spell out once and for all the rules of the game with regard to foreign investment.

Filipinos, in turn, want to be certain that U.S. investors have a continuing interest, not only in profits, but also in the future well-being of the Philippines—a point made over and over at meetings with influential business groups. It would thus appear that U.S. firms willing to reinvest a substantial portion of profit would find a broad acceptance in the Philippines, for in the long run the economic growth will be dependent on investment.

If the Philippine Republic is to grow and prosper, as we believe it will, great strides must be made in transportation and communications. Highways will have to be built to open up the countryside to development. At present, virtually all industrial expansion is taking place within or on the outskirts of the metropolitan areas. Improvement of roads, railroads and port facilities will help the country in its economic development program.

American opportunity will exist for the sale of machinery to meet these needs. Hard sell today could indeed lead to tremendous opportunity tomorrow.

Competition keen

Competition for the Philippine foreign trade dollar is keen, and becomes still sharper every year. In 1961, 47.2% of the goods imported by the Philippines came from the United States. By 1964 the U.S. share had dropped to 39.5%.

SCULPTURED PINE TREES, LINED UP LIKE GIANT LOL

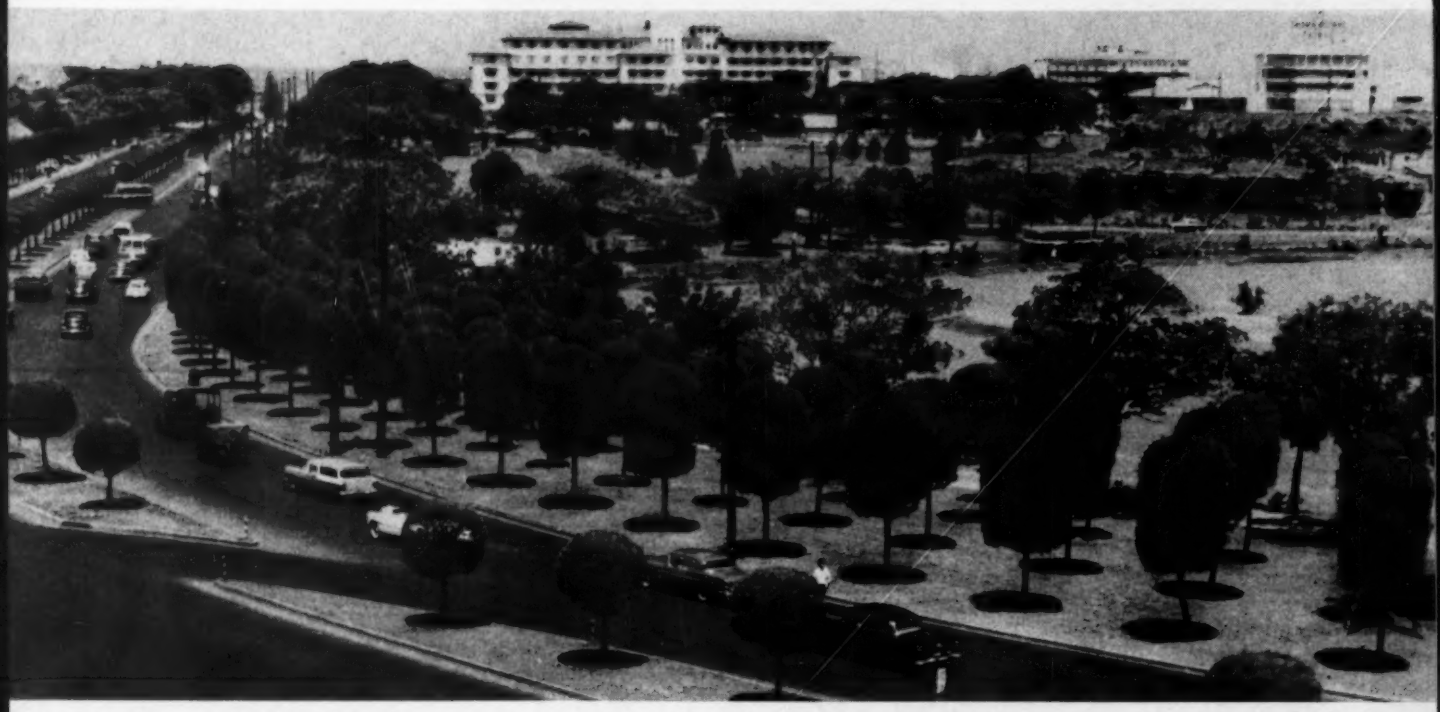
During the same period, Japan's percentage rose from 17.7% to 20.2%. The Common Market and European Free Trade Association countries, Canada, Australia and other Pacific and Asian countries all showed increases.

Low price wins

The stiffest competition certainly comes from Japan, both in price and in credit. While U.S. firms frequently can claim that the true value of their product indicates that "Made in USA" is indeed the best buy, the Filipino, pressed for capital, is likely to buy at the lowest price—accepting a lower grade than he wants because it's all he can afford. Or,

the author

William D. Carlebach is Deputy Director of the Department of Commerce New York Field Office. He was previously First Deputy Commissioner of the New York State Department of Commerce and is a past president of the Association of State Planning and Development Agencies. Carlebach has also been on the staff of R. H. Macy & Co. and Gimbel's, New York. He has organized and developed a real estate firm and been the head of a retail hardware business. He attended Harvard College.



OPS, mark a sweeping curve in Padre Burgos St. in Manila. At the foot of the thoroughfare lies famed Manila Bay. (Philippine Travel-Tourist Association Photo.)

if the prices are similar, he may succumb to terms permitting payment over 5 or 7 years rather than the less attractive terms offered by U.S. companies. Japan has been most successful in selling base metals, machinery and transport equipment, and textile yarns and fabrics to the Philippines.

Barriers to trade

The Mission found some obstacles to the greater flow of two-way trade. It would be regrettable if the many opportunities for arrangements profitable to the Filipino businessman were to founder upon the reefs of excessive trade barriers. Filipino businessmen have in several instances stressed their inability to supply substantial local demand for U.S. goods because of an excessive tariff structure, thus virtually foreclosing the Philippine market for the U.S. product. The Mission expresses the hope and sincerely believes that appropriate adjustments can and will be made.

Specific opportunities for expanded trade between U.S. and Philippine companies were developed by the Mission through more than 300 interviews. These interviews lead to the conclusion that opportunities for increased trade exist in large number. The Mission returns to the United States firm in its conviction that trade relations between the people of the two countries can and will be strengthened in the coming years.

Sales opportunities promising in expanding Philippine economy

Now one of largest markets for U.S. goods and services in Far East; opportunities are expected to increase

By KENNETH A. GUENTHER
Bureau of International Commerce

The Philippines is one of the largest markets for U.S. goods and services in the Far East.

GUENTHER

This attractive market was developed during the half century of free trade relations between the two countries, and has continued to expand since 1956 when tariffs began to be progressively imposed.

In 1964 U.S. exports to the Philippines amounted to a record $360.3 million (U.S. Census Bureau statistics), an increase of 11% over 1963. U.S. imports from the Philippines rose by 8.5% over 1963 to a new high of $387.2 million. The Philippines thus enjoyed a favorable balance of trade with the United States for the third consecutive year.

Opportunities for U.S. exporters in the Philippine market are expected to grow as the Philippine economy expands and diversifies. In 1964 the country's total imports rose by somewhat less than $100 million over 1963 levels to about $700 million. The United States presently holds about 40% of this market.

Inventories built up

The marked import increase in 1964 was partially attributable to the building up of inventories in anticipation of higher tariffs, including the increased duties levied on imports from the United States. As stipulated in the Revised U.S.-Philippine Trade Agreement, effective January 1, 1965, the tariff preferences accorded U.S. suppliers were reduced to 10% from the former 25% preference level. Thus U.S. goods currently are subject to 90% of regular Philippine rates.

MISSION MEMBERS CHAT with Philippine visitors in library section of U.S. Business Information Center in Manila. From left to right are Mission Director William Carlebach, Philippine commercial officer Ruben Alvarez, Mission Member William Hunt and unidentified Philippine businessman.

It is believed that total Philippine imports in 1965 will be below the 1964 peak levels. Inventories built up in 1964 by importers are expected to be drawn down; the major Government purchasing agency, the National Marketing Corporation, largely completed its purchases of import requirements for 1965 last year; and higher tariffs are expected to dampen import demand.

As a result of the overall anticipated decline in Philippine imports in 1965 and the preferential tariff adjustments, U.S. sales in 1965 are not expected to advance over the record 1964 level. However, the value of total U.S. exports is expected to rise significantly over the long term, as total Philippine import requirements increase.

Although total Philippine exports were maintained at the high level of more than $700 million in 1964, the Philippine international reserve position weakened somewhat, reflecting the large capital outflows for invisibles including unrecorded merchandise imports.

Economy advances

The overall performance of the Philippine economy in 1964 was encouraging. Gross national product rose by a little over 5% in real terms, somewhat more than in the two previous years. The overall volume index of production of manufacturing industries in the first nine months of 1964 rose by 10.6% or more than twice the rate of expansion in the same periods in 1962 and 1963. The index of mining production showed an increase of 6.3% as against 1.5% in 1963.

For the crop year 1964 overall agricultural production recorded an increase of 5.6% as compared with an increase of 3.9% in the crop year 1963. Food crops for local use showed only a nominal increase but production of export crops rose substantially.

Wholesale prices remained stable throughout 1964. Although consumer prices also were stable in the first half of the year, they rose by 6% in the second half on account of typhoon damage and the resulting disruption in the transportation system.

In investment, the restrictive Retail Trade Nationalization Law and the general uncertainty in the investment climate has accounted for a smaller inflow of foreign capital over the past two years. The bulk of foreign investment in the last several years has been for the expansion of capacity of existing firms.

Marketing factors assessed

Although the U.S. percentage share of the Philippine market, which is the highest of any country in the Far East with the exception of South Korea, is expected to decline slightly in the next five years, as noted earlier, the value of total U.S. exports is expected to rise over the long term. This increase is expected despite several developments which are bringing about a change in the once highly favorable position of the U.S. supplier. One of these—the phasing out of tariff preferences—has already been mentioned. Others are:

- Reemergence of Japan and Western Europe—particularly West Germany and the United Kingdom—as major and highly competitive international suppliers of machinery and other manufactured goods, both in terms of price and credit terms offered. A degree of reorientation to these suppliers was inevitable.
- Substantial increases in Philippine tariffs by four different executive orders since 1962. The restrictive effect of these tariff increases on commodity lines important to U.S. suppliers is becoming increasingly evident. A fifth major tariff adjustment is now being considered by Philippine authorities.
- Devaluation of the peso in early 1962, which increased the costs of all imports and stimulated investments in new industries using local materials to manufacture import substitutes.
- Higher shipping costs to the Philippines which in turn leads to higher duty costs, since Philippine duties are levied on the c.i.f. value of imports.

Small orders

Also contributing to the loss of U.S. sales is the unwillingness of many U.S. suppliers to fill small orders. Generally the Philippines is a small-order market for machinery and equipment and parts, chemicals and plastics, certain metals, and for most consumer goods not marketed in bulk through Government channels. Closely related to the relative lack of interest in small orders is the refusal of some U.S. suppliers to make design and specification changes to meet market requirements.

Besides increasing sales, greater attention to market tailoring could help reduce the price differential of certain U.S. product lines in this increasingly competitive market. Paradoxically, there are some Philippine importers who are often willing to pay somewhat higher prices for American higher-quality products. For example, Filipinos have purchased higher-priced American cranes since these cranes are able to lift loads above the stated capacity, whereas cranes of other foreign

suppliers generally do not have this capability.

Working in the favor of U.S. exporters is their country's long history of close political, economic, and commercial ties with the Philippines. This included many years of free trading relations during which the Philippine economy became oriented toward the United States. As a result, U.S. brand names are well known, channels of supply and distribution are well established, the image of the United States and its products is favorable, and U.S. products are actively preferred if prices are not too far out of line with those of other foreign manufacturers.

Close contact

The close orientation of the Philippine educational system with that of the United States has brought many of the leaders of the Philippines into close contact with the U.S. way of life, as well as with business, industrial, and engineering techniques, all of which help pave the way for acceptance of and preference for U.S. products and services.

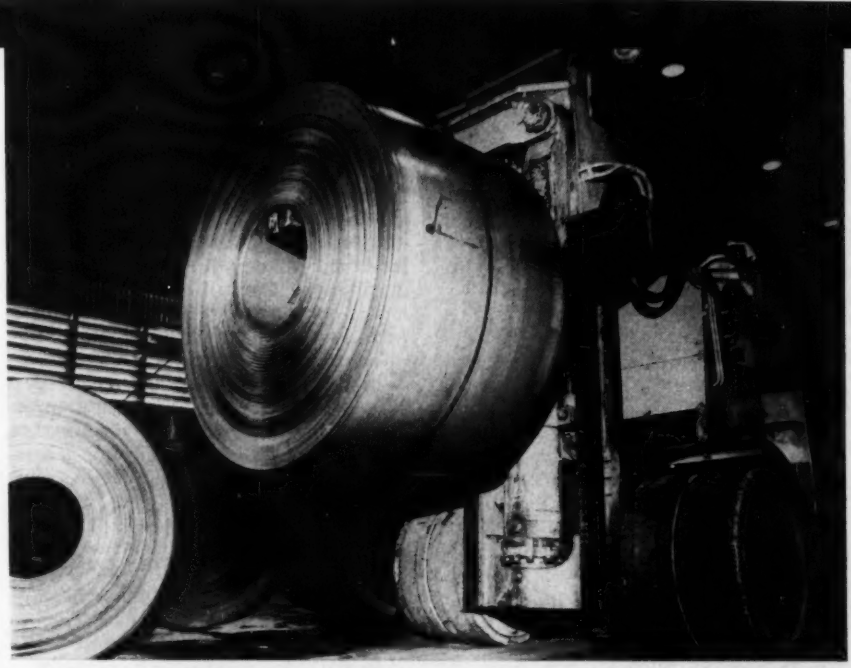
U.S. sales efforts are strengthened also by the large U.S. investment base in the Philippine economy. U.S. firms have invested more than $400 million in the Philippines. Many of these firms prefer to buy U.S. products, particularly if most of their export sales are made in the U.S. market.

Delivery terms favorable

Other factors working to the advantage of the U.S. supplier are the generally good U.S. delivery terms (particularly in machinery lines) and the U.S. way of doing business. As a purchasing agent employed by one of the largest mining firms in the Philippines noted, "U.S. suppliers are concise; we know what we are getting."

Until recently U.S. delivery terms generally have been more favorable than those offered by most other major suppliers. The lead over European suppliers is rapidly being reduced as the Europeans catch up with backlogs of orders, particularly in the machinery lines, but the United States still seems to have a competitive advantage. However, in certain equipment lines—heavy machinery, tractors, and logging equipment, among others—Philippine demand has been so great for certain well-known U.S. makes that delivery dates are being advanced.

Finally, one factor which so far has not significantly affected the U.S. sales position is the servicing of equipment. Primarily, however, this is because all major foreign suppliers, including those of the United States, are somewhat negligent in this respect.



A PICKLED COIL of galvanized steel is hoisted by a fork lift for delivery to the 4-high mill at the Southern Industrial Projects galvanizing plant on the island of Bohol, just north of Mindanao.

Machinery, capital goods needed for more industrial development

Mission interviews reveal that financing is stumbling block; minimum five-year term generally required

By THOMAS R. RUDEL

Rudel Machinery Co., New York City

The machinery and capital goods requirements of Philippine industry are immense. So, too, are its needs for adequate working capital.

RUDEL

In the Republic's 19 years of national independence, much study and research has been devoted to determining what the country requires in order to achieve economic independence and a favorable balance of trade.

Major exports are agricultural and basic raw materials such as sugar, coconut products, pineapples, logs and lumber, abaca and minerals. The Mission found that responsible members both of the Government and private industry aspire to industrialize the nation to a far greater degree than it now enjoys.

The majority of Mission interviews revealed that financing of contemplated imports of major capital goods has been the stumbling block. Most of the U.S. capital goods manufacturers have been able to provide financing in the export market for a maximum term of 3 years. Requirements in the Philippines are generally for a minimum term of 5 years. It is my firm conclusion that before the U.S. capital goods industry can have a more competitive position with the Western European and Japanese suppliers, ways and means must be found to bridge this 2 year gap.

A paradox

Prime interest rates both in Western Germany and Japan vary from 7% to 13% (as compared with 4½% in the United States) and yet they offer terms in the Philippines for the financing of capital goods on a 7-year basis at 4½%. One must conclude that the profits these two competitors gain from their Philippine sales are more than sufficient to cover the cost involved in what they pay for their money and what they charge for lending it.

With specific reference to machine tools, it is my belief that the country may be 10 to 20 years away from requiring the high precision, high production labor-saving tools now available and popularly used in the United States. Many metal-working plants were visited. Some of the

machine tools used in the Philippines are those left by the retreating Japanese in 1945 or inexpensive multi-purpose standard machine tools purchased from builders other than American.

The ingenuity of the Philippine industrialist in devising methods for his low production needs is sometimes amazing. I have seen Bevel gears made by hand. I have seen a forging hammer in operation produced in the United States in 1897. Yet, with this obsolete and inefficient equipment, these remarkable people are able to produce, on a low production basis, a variety of industrial equipment such as dredges, parts for sugar mills, air-conditioning and ventilation systems, small ships and spare parts for automobiles, tractors and other machinery necessary to the basic economy of the Republic.

Many U.S. machine tool builders are not represented in the Philippines in any way. Only one Business Proposal was submitted by a member of the National Machine Tool Builders Association. I believe that it would be well for this industry to begin preparing for what will eventually develop as a substantial market. I believe that it would be good business for various groups of noncompeting machine tool builders to collaborate to establish themselves in the Philippines in the near future and to train someone from this country in their plants in the United States. This would allow us to be competitive as the demands for machine tools accelerates; as it inevitably must, in an economy developing as rapidly as this one.

Other active fields—such as transportation, food production, shipping, chemicals, and automotive maintenance—requiring mechanical equipment should have a growing market in the Philippines within the next 5 years.

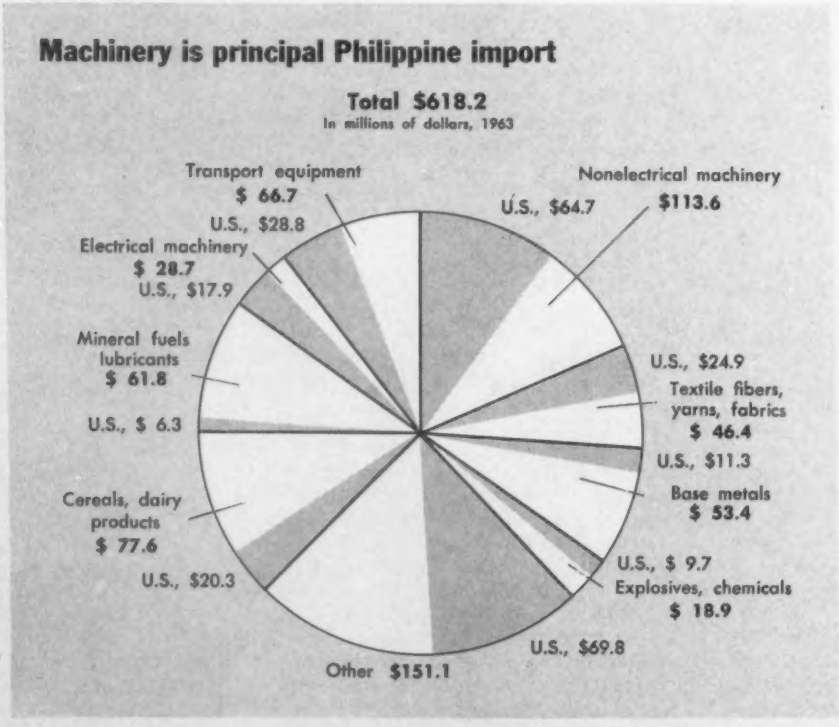
The need for capital goods should develop extraordinarily in the next 2 decades, but if U.S. industry hopes to increase its participation in this market, ways and means of establishing a competitive position should be devised now.

the author

Thomas R. Rudel is president of the Rudel Machinery Co., Inc., New York City. Founded by him in 1941, his company represents 24 leading machine tool manufacturers. Rudel's experience encompasses all aspects of domestic and overseas machine tool operations, in investment, licensing, marketing and distribution. Rudel was chairman of the board and president of the Eberhard Faber Pencil Co. from 1949 until 1952 concurrently with his operation of the Rudel Machinery Co.

A graduate of Princeton University, he is now a trustee of Goucher College.

Machinery is principal Philippine import



Philippines offers ready market in farm implements, building

Construction spurts in housing, shopping centers, factories

Government and farmers team up to keep growing population fed

By DWIGHT PHILLIPS

D. L. Phillips Investment Builders, Charlotte, N.C.

With its increasing population, the Philippines offers a ready market for construction ventures, building supplies and farm implements.

PHILLIPS

The surging demand for building and construction has generated opportunities for U.S. firms and real estate development groups.

From low-cost houses and apartments to office buildings, shopping centers and free-standing warehouses and manufacturing space, construction ventures are eagerly sought, often jointly with suitable U.S. partners. In such joint-venture operations, adequate financing guidance and availability of proper financing mechanisms are especially important.

Available labor is skilled and abundant in such trades as masonry, concrete finishing, carpentry and plumbing. Wage scales are such that significant economies can be realized in top-quality construction. A market is rapidly developing for mechanical and electrical equipment, handtools and structural steel.

Building supplies

Following hard on the heels of the construction boom is the demand for building supplies. Rough and finished hardware, houseware items, insulation, paints, roofing products, plumbing fixtures all constitute fast-growing segments of this market.

A particularly strong potential exists for a joint venture or licensing arrangement for manufacturing glass-wool or other nonmetallic insulation. Another good opportunity is for fabrication of mahogany plywood paneling, veneering and finish-trim shapes. Filipino architecture is on a par with the best in any country and construction of spacious,

beautiful homes and institutional buildings is creating a substantial demand for such items.

In addition, road and highway construction is increasing demand for graders, front-end loaders, concrete pavers, cranes and hydraulic pans.

Agriculture

Farm implements of every description, especially in the small sizes, are much in demand and are being brought in from Western Europe and Japan as well as the United States.

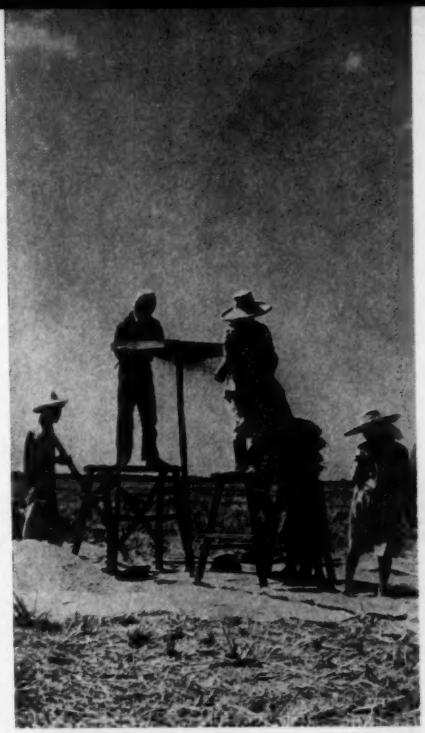
A good potential exists for U.S.-made small tractors, ploughs, harrows, rotary cultivators, irrigation systems and fertilizer spreaders. This market sector has a growing potential for the latest in machinery as the Government and the farmer team up to keep the country's population adequately fed. The Government budgets expenditures for improvement of agriculture.

The Philippines already produces rice, corn, copra, fruits, vegetables and tobacco among other agricultural products. The need for sizable rice imports in recent years has heightened interest in increasing rice production by modern means. Larger tracts of good land are available for both grain crops and grazing. The climate, especially in the southern islands, is almost ideal for intensive cultivation, and much is being done to speed up crop production—creating a demand for a variety of agronomical activities.

Poultry raising also offers a bright potential for U.S. equipment and supplies. Many joint venture possibilities look attractive.

the author

Dwight Phillips, president of his company, has developed thousands of acres of land, building houses, apartments, shopping centers, offices, and machine manufacturing facilities. Phillips is also knowledgeable in the field of agricultural and dairy products. He is a director of the executive committee of the Charlotte Chamber of Commerce. His firm owns the Charlotte Merchandise Mart, fourth largest apparel market in the United States.



CHAFF FLIES WITH THE WIND as men and women of Luzon tackle job of winnowing rice.

Good catch in Philippines

Development of fishing resources could net sales of gear, refrigeration, boats

By WILLIAM P. HUNT
Hampton Seafood Corp., Hampton, Va.

The Philippines lies in a highly fertile fishing belt of the Pacific.

Domestic fisheries have not been fully developed and production, which accounted for 3.5% of national income in 1963, is still below national requirements. The industry is handicapped by obsolescent methods, inadequate transportation, refrigeration, and marketing facilities, and lack of investment capital. The country is importing about $12 million worth of fish products each year.

HUNT

Development of the country's reportedly rich fishing resources could create a demand not only for a variety of fishing vessels and gear, but also for processing and refrigeration equipment and related facilities.

The Philippines is gifted with long and irregular shore lines forming coves, bays and gulfs, a number of wide lakes, rivers and streams, where many species of fish are found. Geographical conditions there make necessary many different methods of fishing, from the use of bare hands to the most modern gear.

Much of the gear used today did not originate in the Philippines. For example, the trawl net and drag seine are of European creation. The fish corral was brought to the Philippines by the Malays. Most of the nets used in the in-shore fisheries were introduced by the Chinese traders. Recently the Japanese introduced the long line for catching tuna.

Types of gear

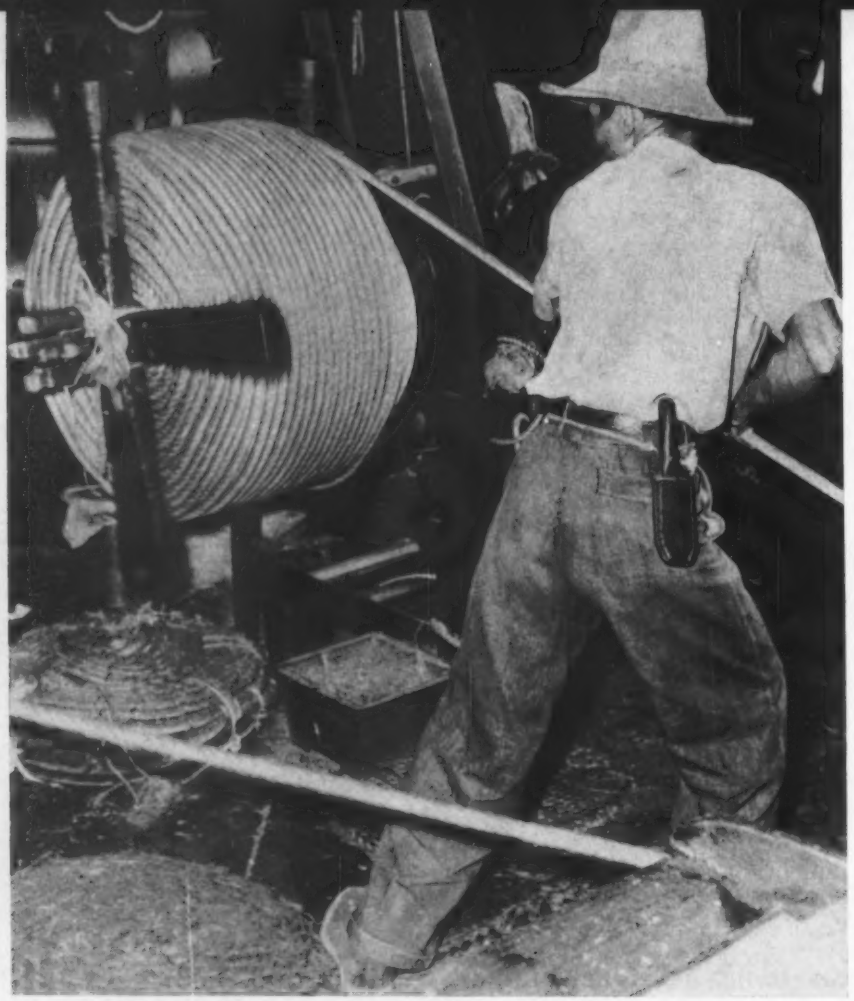
Some 40 types of fishing gear are used in the Philippines—drift gell net, round haul seine, lever net, cast net, and many others. Commonly known to fishermen, the bag net, a box type net, is operated from outriggers or booms of a boat with the aid of a light, capturing fish by its dipping and lifting motion. Fish caught by the bag net are anchovies, squid, mackerel, sardines, and other species.

The otter trawl, a popular net on rough bottoms of the sea when the roller rig is used on the ground rope, is fairly underdeveloped in the Philippines because of the shortage of larger vessels to operate in the deeper offshore fishery. Most vessels being purchased today plus the new ones under construction are powered and rigged for either the trawl or purse seine. Therefore, this method has great potential.

The corral is one of the older methods of catching fish. Corrals are constructed of bamboo brush or chicken wire—set in the tidal waters or along the natural paths of fish—of such shape as to lead the fish into a collecting pond. Small bancas, outrigger boats, are used to transport fishermen and also to transport the fish which are taken with the aid of scoop seines from the corral.

The fish corral, used in all the inland waters, catches both bottom and surface fish—anchovies, mackerel, tuna, moon fish, sardines and others.

The beach seine is commonly used in the Philippines. This consists of a bottom leaded line and a top line with



COILING ROPE at the Elizalde Rope Factory, a major supplier of rope to Philippine fishermen.

wooden floats. This net method does not require use of expensive boats. When fish are located near the beach, the net is set around them and pulled to the beach by manpower. Because of the minimum cost of the beach seine, it is popular for producing fish for domestic use.

The purse seine has been in use in many parts of the world. With construction of new boats and purchase of some foreign vessels, the purse seine offers new hope to Filipino fishermen for producing quantities of tuna and sardines in the offshore areas.

Canneries under construction

Two canneries under construction hope to start production by June 1965. These factories will afford tuna fishery the opportunity of extending its activities to the offshore areas where quantities of tuna are reported but hardly explored.

Present inland fishing is done in 30-fathom depth within the Philippine continental shelf. This means that of the 80,800 square nautical miles of the Philippine continental shelf, commercial fishing is concentrated within 16,600 square nautical miles.

One of the problems today in the Philippines is the shortage of refrigeration. Zamboanga, one of the most southern cities, has a population of 200,000 people but only one plant to manufacture ice. All of the production from this plant is used within the city, and no source of supply is offered to the fishing industry.

Local fishermen are producing many species of fish as well as shrimp, lobsters, crabs, clams, and oysters. They are required, in a tropical climate, to keep their catches as fresh as possible for delivery to the common market where local people gather during the early hours of the morning to purchase their daily needs directly from the fishermen. Any over-production on any given day either spoils or is treated with salt and dried by the sun.

In central Philippines new refrigeration facilities are being built and old facilities are being remodeled in a few places. As a result, some shrimp and fish are being sent to Japan. There are also indications that the lobster industry in the Philippines will soon be in a position to compete in the world market on a limited basis.

One boat would help

During the Mission visit to Cebu, much interest was displayed by the fishing industry. One corporation from Negros is interested in three combination boats for purse seining and trawling. It is my belief that if one U.S. fishing boat could be built and delivered to the Philippines, many firms would be interested in U.S. constructed boats and equipment.

The large fish market in Cebu each morning displays many species—such as snapper, tuna, mackerel, grouper, shell fish, shrimp and crabs—many of them quite large and all caught locally.

The Philippine small boat industry is developing to the extent that new manufacturing facilities are being built and some of the older plants are being enlarged to meet the demands of a fast growing industry.

These small craft are being built of Philippine mahogany and fiber glass. This opens a fairly new field of imports in marine hardware and general equipment.

Many other needs have been indicated by Philippine business firms to the U.S. Trade Mission: pumps for unloading fish from boats, machines to manufacture fish net, cold storage plants, dehydrators and mill grinders to produce fish meal, complete canning facilities to can sardines, tuna and other products, and marine motors including a great demand for outboards.

One new shipyard under construction in Manila is interested in equipment to roll steel plates up to one-half inch in thickness, and to become affiliated with a U.S. business firm to furnish technical know-how to build steel vessels up to 150 feet in length for the Philippine fishing industry. This new construction in turn creates a demand for equipment such as diesel motors, generators, pumps, winches, cable, fish net and other items from abroad.

the author

William P. Hunt, secretary-manager of Hampton Sea-Food Corp., Hampton, Va., is on the board of directors of the York Cove Oyster Corp., president of W. P. Hunt Marine Petroleum Transportation Co., and founder of the Hunt Crab Meal Co. He began work in the commercial fishing industry.

Hunt is a member of the Atlantic States Marine Fisheries Commission.

Mining makes markets

Important earner of foreign exchange; production expands; machinery imports gain

By DENNIS L. McELROY
Consolidation Coal Co., Pittsburgh, Pa.

Mining is a basic industry of the Philippines not only in peso volume and employment but also as an important earner of foreign exchange.

McELROY

Virtually as old as agriculture in the Philippines, the mining industry offers much opportunity for developing the country's economy. The raw materials are there.

The change to a free market economy and the establishment of a favorable rate of exchange have helped the industry's expansion. Improved markets for Philippine ores—particularly copper and iron ore and to a lesser extent, silver and mercury—have been a major boost in the last couple of years.

Importation of most mining machinery is expected to expand.

The value of 1963 mine production was about $111,026,000, an increase of 7.8% over 1962 but much less than the 23% increase registered in 1962. The figures for 1964—not available as yet—are expected to show a continuing growth, as a result of both increased volume and better prices for some mining products—particularly copper, silver and mercury. Of the 1963 output value, about 17% was from precious metals, 51% from base metals and 32% from non metallics.

Gold in hills

Of the precious metals, gold is the main source of income. Silver, with only about 5% of the value of gold, is second in this group. Production of silver is by secondary recovery in mining of gold and copper.

As noted, base metals make up about half of the Philippine mining income, with copper contributing more than 60% of this base metal value. Following in order of value are iron ore and chromite. Relatively small income is derived from zinc, lead, and mercury.

The non-metallic contribution to mining income is practically all from cement (about 18% of total mining income), and sand, gravel and other construction material (about 13% of the country's total).

Although the Philippines is blessed with a great wealth of raw mining materials, the industry has not developed and added to the nation's economy as fast or as much as it could have. Much is known in general about these resources, but the program for prospecting and exploration needs to be speeded up. Getting this program into high gear requires more Government help directly through its Bureau of Mines.

Greater incentives are needed to encourage more exploring and prospecting by private industry. Modernization of the nation's mining laws, advocated by the administration and the mining industry, would help. Such revision, and a general clarification of the fields open to foreign investment, probably would materially increase the interest of foreign capital in the mining industry of the nation.

Industrialization spurs demand

The program instituted to increase industrialization has expanded and will continue to expand the domestic market for metallic and nonmetallic mining products—for example, iron and steel, copper, cement, and also petroleum if it can be found in economical supply on the islands. The planned development of heavy basic industry such as steel and other metallurgical plants will substantially increase the demand for the nation's raw mining materials.

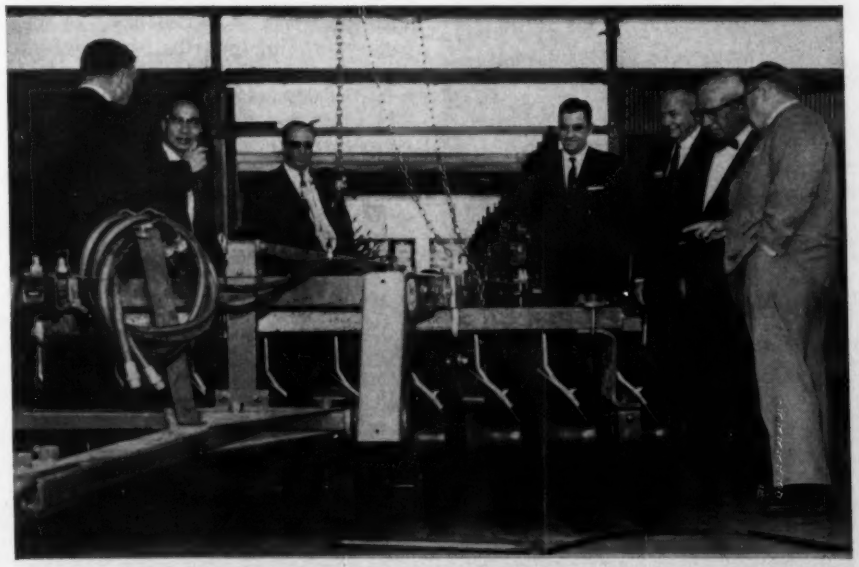
As the standard of living of the Philippines goes up, so will demand for cars, radios, TV sets, refrigerators and a number of other manufactured items. This in turn will require more steel, copper and fuel which in turn creates a greater demand for the products of the country's mines.

Need expansion capital

Despite this planning, the mining industry rate of growth is beginning to level off as compared with previous years. One of the major reasons for a slower growth rate is the difficulty in raising capital required for expansion. Economical mining all over the world is requiring larger and larger units, and more and more machinery, which necessitates much higher capital investments.

The Government has helped by exempting new mines and reopened old mines from duties and taxes, except income taxes. A climate more favorable to outside capital could attract more foreign investment in the mining industry.

Domestic production of more finished goods would give the economy and employment a boost. The proposed steel plants will be a big step in this direction, when they go into operation. These plants



OFFICIAL TOURISTS at U.S. Industries Philippines, Inc., plant in Makati Rizal are (left to right) Mission director Carlebach; company vice presidents Prospero Almeda, Max Struessi and R. S. Wright; Mission members Rudel and Hunt, and company president J. H. Hohmann Sr. Company operates world-wide.

PHILIPPINE TECHNICIAN mans the control panel on a rolling mill's shearing line. Industrialization is requiring an increased body of skilled technical personnel to handle complex, modern machinery imports.

BALES OF ABACA, fiber from which rope is made, line market area on Cebu Island in Philippines.

will make steel for local industry from local ore, whereas presently the ore is shipped out of the country and steel imported.

A thorough study of the overall economics of building a central smelter for copper on the islands is underway. Sources of copper ore, transportation to possible sites, location of markets for the refined product, and the effect on present ore producers will have to be carefully studied. Like the steel plants, such a development would require large sums of investment capital.

An outside observer gets the impression that some plan is needed in the mining industry to improve the ability of the mining personnel—not necessarily from a technical standpoint but from an overall business point of view. In other words, more management and general business educational opportunities for the Philippine mining engineer could enable him to use his natural talents to better advantage for himself, his company and his country.

Market for machinery

Machinery in Philippine mines is generally like that used elsewhere under similar mining conditions. The use of second-hand and rebuilt machinery is unusually widespread, however—primarily because of the scarcity of capital funds.

Importation of most mining machinery probably will continue, as domestic production is negligible and is likely to remain so in the near future.

The mining machinery business will grow in proportion to the increase in mining activity and this in turn depends largely on providing more and better incentives to draw risk capital into mining ventures. New steel mills, and/or copper smelters would create a large machinery market not only for these plants but also mining machinery to furnish the raw materials.

Everything not equal

Virtually all of the U.S. manufacturers of mining machinery are represented by local agents in the Philippines. U.S. mining machinery generally is preferred, everything else being equal; but everything else is not equal, particularly in price and credit terms. The quality of U.S. machinery is accepted as the best and service is as good as or better than that of competitors, but U.S. prices are almost always higher.

Representatives of U.S. firms in the Philippines also generally represent firms making competitive lines from Britain, West Germany, Japan, Australia, South Africa and Sweden. Local Philippine representatives report that buyers like the quality and performance of U.S. equipment but the price spread is too great—for the volume they desire.

U.S. mining machinery companies will have to find some way of selling to the Philippines at lower costs or finance such purchases over periods up to 5 years. A substantial number of the U.S. companies selling in the Philippines are able to stay in the market only by supplying from their factories in Britain, Germany, South Africa and Australia. Loss of sales of capital equipment also results in loss of sales of replacement and maintenance parts and supplies.

The general business atmosphere existing between U.S. mining and mining machinery companies and the Philippine industry is very good and a sound base for future business relations.

the author

Dennis McElroy is executive vice-president and director of Consolidation Coal Co., Pittsburgh, Pa.

McElroy, who has a masters degree in mining engineering, began his career with Penn-Pitt Coal and Coke Co. in 1927. He has taught mining engineering and was head of the Department at Virginia Polytechnic Institute and Director of the School of Mines of West Virginia University.

McElroy began as chief engineer of the Consolidation Coal Co. in 1946 and became executive vice-president and director in 1960.

Chemical industry in Philippines growing and diversifying; market for U.S. products and technology

Richness and variety of natural resources contribute to development potential in dozens of categories

By FRAMROZE J. SPENCER
Houston Research Institute, Houston, Tex.

The Philippine chemical industry has excellent growth potential.

Although the industry is developing in such fields as caustic soda, chlorine, mineral acids and inorganic salts, there is encouraging evidence of diversification as well, chiefly in plans to satisfy demand for glassmaking and papermaking chemicals.

SPENCER

The richness and variety of natural resources in the Philippines augurs well for the industry. Inorganic chemicals are an obvious growth category, based on sizable availability of salt, sand, limestone, iron, copper, chromite, mercury and other minerals. Organic chemicals, partly based on imported raw materials, are typified by growth in production of acetic acid, glycerine, insecticides, pharmaceuticals and medicinals, monosodium glutamate, flavor extracts and preservatives.

A recent compilation shows some 115 firms manufacturing chemicals, although many among them are undoubtedly compounding, processing or repacking bulk materials rather than actually manufacturing.

As the impact of modern technology in both industrial and consumer goods is increasingly felt, this nation of 30 million people affords a good market for U.S. chemical products and know-how.

Encouraging growth is seen in synthetic adhesives and paint components, pharmaceuticals, industrial gases, printing inks, paper coatings and agricultural chemicals. Even so, many outstanding potentials await development.

Tonnage quantities of ammonia will be available when the Esso fertilizer plant comes on stream in 9 to 12 months. This availability also spells further growth in ammonium salts—for example, chloride, sulfate—for various end-uses such as papermaking and glassmaking.

Somewhat longer-range, basic capacity in nitric acid and nitrates also should develop. Expansions in sulfuric acid capacity will enable further capacity for copper, zinc and sodium sulfates and certain fertilizer intermediates.

Chlorine and hydrochloric acid availability should rise along with caustic soda, making possible subsequent growth in additional inorganic salts and phosphatic rock acidulation.

Organic chemicals

Glycerine is being produced from soap lyes, and acetic acid by fermentation. Monosodium glutamate now claims five producers and significant expansion is expected over the next three to five years. Considerable potential exists in small-scale organic preparations for laboratory, analytical and medicinal chemicals of high and consistent purity.

Current capacity in urea-formaldehyde adhesives, phenol-formaldehyde varnishes and acrylic paint resins is in a planned expansion phase. Additional potentials are seen in polyvinyl chloride resins, to be manufactured shortly, and in coating and enamel resins for paper and container applications. Bulk plastics such as polystyrene are still imported but demand is expected to justify indigenous manufacture within the next five years.

Vegetable oil products—from coconut, soybean and candlenut oils—and by-products of sugar refining operations appear to be of special significance. In sugar operations, a considerable research effort, highlighted by the recent opening of the third research laboratory for sugar products utilization and establishment of the Sugar Development Committee, is in progress. Imaginative chemistry and properly applied technology can make this one of the most fruitful developments within the overall chemical industry in the Philippines.

Well defined choices

U.S. companies desirous of becoming a part of the chemical growth picture have relatively well defined choices. Several areas are ripe for joint ventures while several others lend themselves to licensing. All potentials are dependent upon two common denominators—availability of technology and adequate financing.

The typical Filipino entrepreneur in chemicals today is young, aggressive and eager to undertake viable relationships with U.S. counterparts. Undoubtedly, prevailing problems in investment patterns, feasibility and overall profitability must be studied for each situation with objectivity. A strong case exists, however, for significant U.S. input into the categories mentioned, and into a rapidly developing potential for chemical process equipment such as reactors, tubular heat-exchangers, condensers, valves and fittings.

the author

Manager of the Marketing Division of the Houston Research Institute, Inc., Framroze Spencer has had experience in every major phase of plastics technology, both thermosetting and thermoplastics, from exploratory polymer research through laboratory, pilot-plant, commercial plant and market development.

SALT FARMERS work at their beds in Rizal Province, near Manila. Salt and several other minerals are serving as a base for reported strong showing in the Philippines' growing output of inorganic chemicals.

WOMEN PLANTING RICE in the age-old manner point up the Philippines' need for modern farm equipment and techniques to improve agricultural output.

More projects for processing locally grown agricultural products needed in Philippines

Specific export opportunities available to companies already operating successfully; some firms interested in new ventures

By ALFRED J. STOKELY
Stokely-Van Camp, Inc., Indianapolis, Ind.

Expanded processing of locally produced agricultural products is needed in the Philippines to help supply the nutritional requirements of the population throughout the country.

STOKELY

Developing and equipping an integrated food processing complex gives U.S. businessmen opportunities not only for profitable investments or joint ventures, but also for specific export of equipment for feed milling, poultry processing, canmaking, canning, freezing, refrigerating, fishing, distribution, as well as for fertilizer, poultry and livestock breeding stock and feed concentrates.

Specific export opportunities exist with firms already operating successfully and desiring to modernize and expand or to venture into new lines. Most of the opportunities, however, will require long-term planning and negotiation as there are severe problems of tight credit (shortage of pesos and consequent uncertainty); inadequate communications and transportation, and administration of tariff laws and regulations, as well as the normal competition of Europe and Japan. These foreign competitors are offering deferred payment terms and low cost on simple and lower capacity equipment which might be considered adapted to a market lacking immediate possibilities of mass distribution.

Food operations

Successful food operations fully integrated within the local economy include pineapple canning; coconut oil refining for soap, margarine, shortening, and cooking oils; and corn refining. Examples of successful partially integrated operations are flour milling (wheat imported), and canning of evaporated milk (dried milk solid and fats imported), meat (part of beef and pork imported), sardines, beans, and sauce (tomato paste imported). There is some integrated poultry processing, for which certain feeds are imported. Distribution is limited by lack of facilities.

Many Philippine businessmen are willing to invest with U.S. capital and know-how in feasible food projects. For instance, the Mission received a joint-venture proposal to expand and modernize an integrated poultry operation. Also, interest was expressed in arrangements for canning beans, tomato sauce and catsup, utilizing locally grown tomatoes or imported tomato paste pending development of economical tomato growing.

A few local companies have sought assistance in developing proposals for cattle raising (urgently needed), and for growing coconuts, pineapples, rubber, and bananas. A large citrus grove, now beginning production, might well become a source for a frozen and canned citrus operation.

Several established indent agents and importers, recognizing the possibilities in food processing, are seeking to expand into food equipment lines, giving U.S. firms an opportunity to secure local representation, some with engineering skills and ability to produce locally.

Many private agents, in addition to the Government's National Marketing Corporation, are seeking to represent and import brand name canned sardines, corned beef, fruits and vegetables, and other food items.

Of possible interest to U.S. food firms seeking a ready-made direct sales force is the desire of a few large Philippine food manufacturers—with sales forces covering the trade—to handle imported food items, in order to utilize their sales forces more fully.

the author

Alfred Stokely, president, Stokely-Van Camp, Inc., Indianapolis, has been with Stokely-Van Camp since he graduated as a Phi Beta Kappa from Princeton in 1938. He became vice-president in 1954, a member of the board of directors in 1956, and president in 1960.

Stokely is on the boards of various fruit processing companies. He is also a member of the Administrative Council of the National Canners Association and the National Agricultural Research Advisory Committee of the U.S. Department of Agriculture.

Mission brings back over 200 specific business leads

By WILLIAM DONAHOE
Trade Development Officer

The U.S. Industrial Development Trade Mission, sponsored by the Bureau of International Commerce, visited the Philippines Feb. 20-March 19, 1965.

DONAHOE

The Mission's objectives were to increase the U.S. share of the expanding Philippine market and through both trade and investment, to take advantage of the rapid industrialization there.

Through personal interviews, plant visits, and meetings with groups such as trade associations and chambers of commerce, the Mission developed over 200 specific trade and investment opportunities for the U.S. business community:

For export, 130 (44 of these seek to represent U.S. firms); import, 19; investment and licensing, 65, and services, 6. Most of these opportunities are presented in this issue of INTERNATIONAL COMMERCE—in the pages immediately following, and in the World Trade and Investment Opportunities sections.

Set up information centers

During its four-week stay the Mission set up Business Information Centers in Manila, Feb. 20-March 13; in Cebu, March 14-16, and in Davao, March 17-19. At the Center in Manila, an extensive commercial library was consulted frequently by Philippine businessmen. Individual Mission members also visited Zamboanga, Baguio, Batangas, and Cagayan de Oro.

Representatives of over 300 Philippine firms were interviewed by the Mission. Of the 322 business proposals presented by U.S. firms and carried by the Mission, 176 were of particular interest to Philippine businessmen. Members visited 35 plants and attended and spoke at over 30 business meetings before groups ranging in size from 10 to 150.

U.S. firms interested in more specific details of the Mission's findings or desiring information as to how to enter the Philippine market are invited to communicate with their nearest Department of Commerce Field Office.

THE TERMINAL at Manila's International Airport provides visitors with a jet-age entry to the islands.

Interviews indicate that U.S. goods are still favored in the Philippines

Interested U.S. firms should contact Philippine concerns directly; World Trade Directory reports on firms can be requested

Individual Mission members submitted reports on their interviews with Philippine businessmen, and the most promising are summarized below. U.S. firms wishing further information should contact the Philippine concern directly.

World Trade Directory Reports on these firms may be obtained upon request from the nearest Department of Commerce Field Office or the Commercial Intelligence Division, Department of Commerce, Washington, D.C., (Please refer to the particular Trade Mission and the appropriate IR number which follows each summary).

the author

William Donahoe began his career in the Federal Government in 1957 as a legislative analyst in the Office of the General Counsel, U.S. General Accounting Office. In 1961 he joined the Bureau of International Commerce as an international trade specialist, and for the past year-and-a-half has been Chief of the American Traders Section.

After graduating in 1955 from Georgetown University, College of Arts and Sciences, with a Bachelor of Social Science in History, he studied law for two years at Georgetown Law Center.

Opportunities from firms on which a complete WTDR is already on file are listed in the Trade Opportunities section of this magazine.

Construction equipment

Wishes to purchase road building equipment, wood-working equipment, and concrete block equipment. Empire Builders Corp., Southwestern University, Cebu City. **IR204**

Building materials, tools

Welding machines are needed for continuous weld of sheet metal and welding of stainless and aluminum. Chin Seng Sheet Metal Works (siy Pi & Co.), 1306-08 Soler St., Sta. Cruz, Manila. **IR158**

A firm wishes to distribute all types of construction materials, including rough and finished hardware, acoustical ceilings, and conveyor systems. Wagner Commercial Corp., 2858 A Zamora St., Panay City. **IR143**

A hardware company is interested in handling a line of socket, box and open-end wrenches. Oversea Hardware Co., Inc., 1308-10 Claro M. Recto Ave., Makati, Rizal. **IR106**

A manufacturer of pressed wood-fiber paneling products of variable thickness, bound together by urea formalhehyde, and of various colors and textures, seeks a U.S. outlet. Combines Unlimited, 1261 M. Dos Castillas, Manila. **IR135**

An importer/wholesaler of unfinished hardware is interested in expanding his lines and in acting as exclusive distributor or agent for general finished hardware, construction materials, machinery, tools, cigar-

ette paper, industrial chemicals, ship chandlery, and navy oakum. Also desires to export native tobacco leaf. Golden Pacific, Inc., Suite 306 Pacific Bldg., Rosario St., Manila. **IR6**

An importer of hardware and construction materials wishes an agency for hand tools, builder's hardware, cabinet hardware, bathroom fittings and accessories, and other construction materials; also interested in consumer household products. United Oceanic Corp., 496 2nd Fl. Rosario St., Manila. **IR7**

Maintenance contractor interested in obtaining distributorship for maintenance material for roofs, floors, and water proofing materials for walls. Virgilio Enriquez, Inc., 2325 Taft Ave., Manila. **IR35**

Importer of welding equipment and supplies is interested in obtaining both a.c. and motor generator welders similar to Hobart's of Troy, Ohio. Trans-Pacific Mill Supplies, Inc., Laureno Bldg., Pasong Tamo Extension, Makati, Rizal. **IR36**

A construction contractor wishes to obtain distributorship for prefabricated buildings, especially of aluminum and related materials, or to fabricate in Philippines for local distribution. Master Builders, Inc., 3634 Buenos Aires, Manila. **IR51**

A firm wishes exclusive distributorship for complete line of builders hardware (rough and finished), sawmill equipment, chain saws, fertilizer, and spreaders. Tradewealth Inc., Suite 301 La Peral Bldg., 865 Rizal Ave., Manila. **IR73**

A manufacturer of concrete blocks and cement wants to buy manufacturing machinery. Cebu Cartage Corp. & Apo Cement Co., Legaspi St., Cebu City. **IR213**

A hardware firm is interested in obtaining hardware, construction materials, and plumbing supplies. Davao Universal Electrical Hardware Co., 423-425 R. Magsaysay Ave., Davao City. **IR225**

Wishes to import machinery necessary for pre-fabrication of housing, such as end trimming table saws, molders, and planers. Amoverseas Forest Products, 826 Ma. Loreto St., Manila. **IR229**

Hardware dealer wants construction materials, harware and small tools. Rubiroid, Inc., Cor. T. Claudio & Gen. Luna Sts., Davao City. **IR230**

A trader is interested in agency or exclusive distributorship for finished hardware lines, concrete specialties, and all lines of construction materials. The Dale Trading Corp., 447 E. de los Santos Ave., Makati, Rizal. **IR127**

Market profile—Philippines

Natural resources: Land area, 115,000 square miles (slightly larger than Arizona) made up of 7,000 islands, including 11 major ones. Climate tropical; rainfall generally abundant, drier season November-June. Land 40-50% in forest; reserves being rapidly depleted; 21% of land under cultivation.

Principal ores produced: Chromite, iron ore, copper concentrates, gold. Some manganese, lead, mercury, silver, sulfur-bearing pyrite. Less than 30% land area surveyed for minerals—surveys disclose proven reserves of 59 million tons iron ore, 12.4 million tons chromite, 71 million tons coal, and 618 million tons nickel-bearing ores. Exploration for petroleum underway.

Philippines lies in highly fertile fishing belt of the Pacific.

Population: About 31 million; predominantly Malay origin, increasing at 3.3% a year. Foreign population estimated at over 200,000, mainly Chinese. Official languages: English, Spanish, Tagalog. About 40% of population speaks English, which is used in commercial circles; literacy rate, 75%.

Economy: 1963 GNP $4.3 billion, growing at slightly less than 5% annually; per capita income, about $130. Agriculture accounts for 33.8% of national income and 59% of employed. Rice and corn principal crops; copra, sugar, abaca and tobacco earn 50% of exports. Manufacturing industries, accounting for 20% of GNP, growing rapidly. Heavy industry lacking, but integrated steel and aluminum industries planned. Production of textiles, tinplate, rolled steel and aluminum products, cement, plywood, tires, wheat flour, refined petroleum, processed foods, fertilizer, chemicals, and appliances have expanded in recent years. Mining and lumbering important to economy.

Financial situation: Philippine reserve position relatively weak at slightly more than $100 million. Philippine export position strong; however, imports rose rapidly in 1964. Invisible outflows large. Following 1962 devaluation of peso, exchange rate steady at 3.9 to $1. Money supply totals 2,700 million pesos, business credit generally tight; wholesale prices fairly stable in 1964.

Imports, exports (f.o.b. value in millions of U.S. dollars) [1]

	1961	1962	1963	1964 (est.)
Total imports	611.3	586.7	618.2	670.0
Total exports	499.5	556.0	727.1	730.0
Imports from U.S.	288.7	253.1	253.7	308.0
Exports to U.S.	268.7	280.7	330.8	351.0

[1] Source: Philippine Central Bank

Principal trading partners: United States, Japan, Federal Republic of Germany, Netherlands, United Kingdom. Main imports: Machinery and transport equipment, base metals, petroleum, food products, textiles and raw cotton. Main exports: Coconut products, sugar, minerals and metals, logs and lumber, abaca.

Trade policy: Tariffs and taxes rather than licensing controls regulate imports. Philippines-U.S. accord each other gradually phased-out preferential market access. Philippine policy seeks to diversify trading base.

Chemical Products

A firm desires to import and eventually manufacture under license, proprietary chemicals such as antacids and laxatives. Dipor Enterprises, 475 C.M. Recto Avenue, Manila. **IR88**

A trader is interested in importing thermoplastic scrap materials such as: polystyrene, polyethylene, ABS and PVC. Tradewealth Inc., Suite 301, La Peral Bldg., 865 Rizal Ave., Manila. **IR111**

Interested in purchasing thermoplastic scrap, such as: cellulose, nitrate, and acetate. Pacific Optical Manufacturing Co., State Bldg., 201 Rizal Ave., Manila. **IR144**

Wants a line of treatment chemicals and equipment for boiler water. Allied Lubricant, Inc., 510 FCI Bldg., 416 Dasmarinas, Manila. **IR165**

A trading company desires an agency for epoxy coatings, oil additives, feed concentrates and metallic powders for patch paints. Eximphil (Export-Import Center of the Philippines, Inc.), B-14 Consolacion Bldg., Cubao, Quezon City. **IR187**

Desires agency for laboratory chemicals and supplies for sale to schools, universities and industrial laboratories. Rivera Eng. & Associates, Inc., Rockgas Bld. G., Cebu City. **IR206**

A paper mill operator is interested in purchasing specific chemicals to be used in manufacturing 5 metric tons of tissue paper per day. Asiatic Steel Manufacturing, Inc., 1003 Arlegui, Quiapo, Manila. **IR133**

Interested in c&f Manila quotations for phosphoric acid (food grade) sodium tripolyphosphate, ammonium sulphate. Cathay Company, Inc., 577 Bonifacio Drive, Port Area, Manila. **IR109**

General machinery & equipment

Producer of marble blocks is interested in buying quarry and handling equipment, including air tools and heilicoidal wires. Firm is also interested in selling white marble

blocks. Mindoro Marble Co., Inc., 13 Consolacion Bldg., Cubao, Quezon City. **IR49**

Interested in sugar mill and cement mill equipment. Continental Ore Phil., Inc., P.O. Box 2845, Suites 201-204, 1515 Roxas Blvd., Manila. **IR23**

Wholesaler of chain saws and parts interested in purchasing direct replacement parts for all makes of saws. Walls Trading, 207 Paramount Bldg., Rosario, Manila. **IR18**

Desires machinery for making expanded perlite from 300 tons per day of new perlite (unexpanded). Mayon Cement Corp., Suite 313 Alliance Building, Rosario St., Manila. **IR130**

Manufacturer of marble blocks and slabs is interested in obtaining quarrying and stone processing plant equipment. Marble (Philippines) Assn., 760 Apo St., Quezon City. **IR124**

Interested in purchasing machinery to produce pulp from rice hulls and similar materials. Firm-Tech Industries, 5 Cebu Ave., Quezon City. **IR115**

Wants to buy on five-year terms: one each 18" wood-working planer, circular saw, hand joiner and single spindle shaper. A.P. Industries, 955 Parada St., Mandaluyong, Rizal. **IR107**

Desires a line of heavy industrial equipment for the lime, cement and mining industries. Industrial Erectors Philippines, Inc., 212 Madrigal Bldg., Escolta, Manila. **IR168**

Interested in a 350 to 400 ton press brake. Philippine Investment Management Consultant, Filoil Bldg., Taft Ave., Manila. **IR176**

Interested in purchasing welding equipment, metal shear-bar bending equipment, metal grinders and polishers, agency rust inhibitors and preventives. Hercules Steel Works, San Vicente St., Quezon City. **IR178**

Wants machinery for conversion of sawdust, chips, wood shavings, cocoanut shells, and fiber into chipboard. O. L. Quimpo & Assoc., Quimpo Bldg., Rizal St., Davao City. **IR227**

Wishes to secure lines of mill supplies on an agency basis, including gate valves, globe valves, expansion joints, asbestos packings, refractory and plastic firebricks, sawmill supplies such as sawteeth, saws, shanks, pillow block bearings, flange block bearings, roller chains, pintle chains, detachable chains, masonry saws, drill bits, bronze bushings, grinding stones, hack saw blades. Rivera Engineering & Assoc., Inc., 72 Juan Luna Street, Cebu City. **IR208**

Wishes to purchase equipment to compress fibers, and also interested in agency for portable electric generators. Asuncio T. Guerrero, 94 Emilio Osmenta St., Cebu City. **IR200**

Manufacturer of agricultural and industrial lime is interested in purchasing, crushing, pulverizing, and calcinizing equipment. Ipo Limestone Co., Inc., 1607 Nebraska, Manila. **IR191**

One of the Philippines' largest manufacturers of hides, leather and by-products for the local shoe industry is interested in obtaining modern machinery to manufacture fishing nets, shoe thread, and canvas. Crown Textiles Corp., 448 P. Gomez St., Manila. **IR28**

Food equipment

Firm interested in composting equipment for growing mushrooms and in purchasing ice machine and cold storage equipment. Farm Fresh Foods, Inc., P.O. Box 123, Baguio City. **IR163**

Interested in obtaining a floating cannery with refrigeration for use in connection with deep sea fishing. Pedro S. Carriedo e Hijos, Inc., P.O. Box 76-Davao City. **IR228**

Interested in purchasing corn and rice grain dryers. Apo Auto Parts & Hardware Co., 462-466 Claro M. Recto Ave., Davao City. **IR231**

Electrical equipment

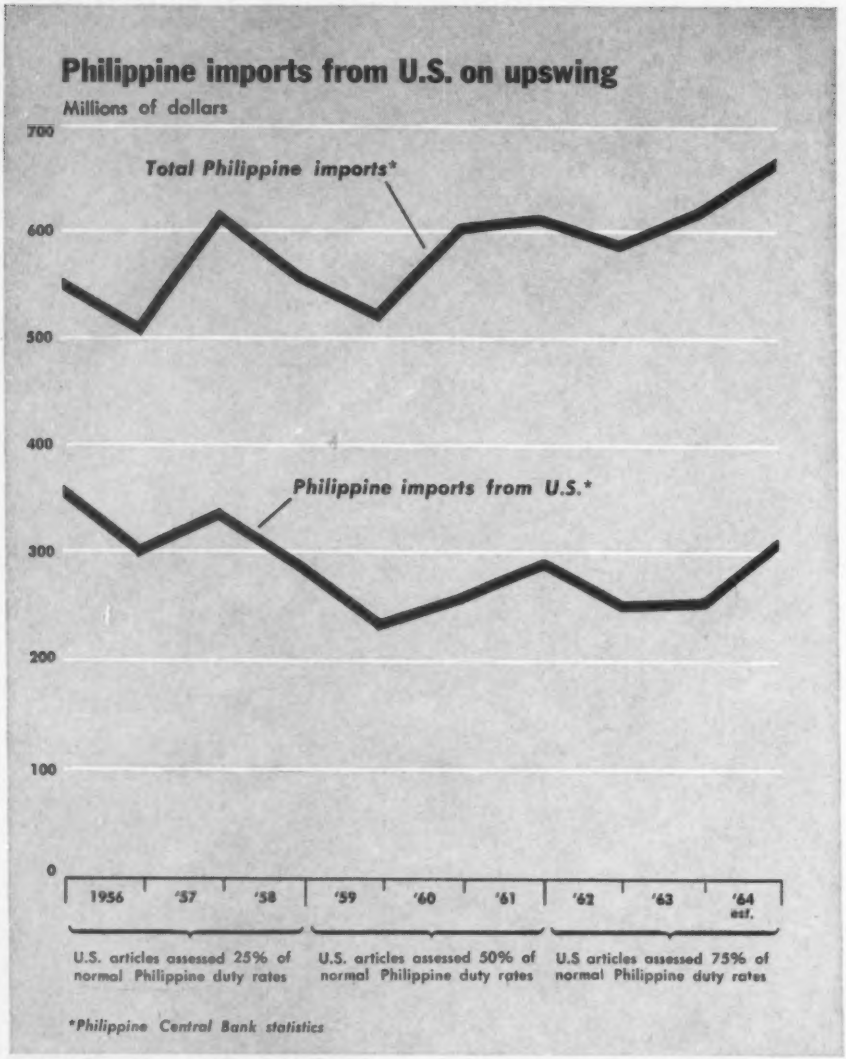
Interested in importing long and short wave transmitters and receivers. Would also be interested in assembling this type of equipment. Mercury Electronics, Corp., 456 Arquiza, Ermita, Manila. **IR86**

Importer of air conditioning and refrigeration equipment interested in obtaining exclusive distributorship or agency for commercial and industrial air conditioning and refrigeration equipment for hotels, hospitals, and theatres and stores. Also interested in obtaining agency for electric motors, transformers, starters, pumps. Lanuza & Co., Inc., 443 Sales St., Sta. Cruz, Manila. **IR4**

Interested in agency for marine electronics and communications equipment, generators, and electrical wiring devices. Philippine United Sales, 490 Rosario St., Manila. **IR162**

Wishes to contact U.S. manufacturers of all types of cloth fabrics (cotton, wool, synthetics) to negotiate the conversion of these into finished garments in the Philippines. Also wants to contact department store consultants who can furnish advice and manage

THEY GROW their tobacco plants big on this plantation at the northernmost tip of the Philippines.



a large department store in the Philippines. Cebu Cartage Corp. and Cement Corp., Legaspi St., Cebu City. **IR203**

Miscellaneous

Manufacturer interested in obtaining a line of cosmetics and a line of vacuum freeze-drying equipment. Lady Elaine, Inc., 1728 Jose Abad Santos Blvd., Manila. **IR177**

Manufacturer seeking U.S. importer for their "Mafran" Banana Sauce. Universal Food Corp., 1731 Dart, Paco, Manila. **IR152**

Desires high quality line of imported cosmetics. Phil-Prom, Inc., Vito Cruz St., Manila. **IR132**

Wishes to import copper wire rods and copper sheets and strip as well as nickel for the steel industry, lead (battery grade) and galvanizing-grade zinc. Annual quantities specified as follows: copper rods, 200 tons; copper sheeting, 4,000 tons; copper strip, 400 tons; nickel (steel), 1,000 tons; lead (battery grade), 3,000-4,000 tons; zinc (galvanizing), 4,000 tons. Quotations requested c.i.f. Manila on firm 30-day basis as of estimated shipping date. Brown and Dureau, Ltd., 402 Ermita St., Manila. **IR137**

Office & scientific equipment

Interested in water purification systems. M.A. Santander Const. Co., Corner Pacific Ave. & Aurora Blvd., Quezon City. **IR65**

Manufacturer of microscopes, slides, biological materials, needs a good quality microprojector. Micro Biological Laboratory, 1719 Leveriza St., Panay City. **IR157**

Plumbing, heating, refrigeration equipment

Importer of automobile air conditioning is interested in obtaining a distributorship. Apolinario Fajardo-Honorio Torres, Bowlodrome, Doroteo Jose, Manila. **IR24**

Wants to purchase, or will consider joint venture, to establish a foundry for production of cast iron soil pipe and concrete waterpipe. Davao Import Distributors, 327 Alvarez, Davao City. **IR224**

Wants bids on large quantity of steel water pipe up to 18 inches. Villarcia Marketing, Inc., Colon St., Cebu City. **IR201**

Toys, sporting & novelty goods

Wholesaler of outboard motors is interested in adding lines of marine hardware and boat supplies. Also interested in handling automobile air conditioners and chain saws for logging. Filipinas Machinery Corp., 306 Metropolitan Ave., Makati, Rizal. **IR95**

Local department store is interested in adding to its line of sporting goods, marine hardware, aqua products such as skis and skin-diving equipment, life jackets, fire extinguishers, and life rafts. Adver Inc., Aguinaldo Quezon City, Inc., 368 Escolta Torema Building, Escolta, Manila. **IR52**

Firm interested in purchasing athletic items: golf, tennis, softball, track equipment, basketball, swimming, boxing, soccer, skin diving, fishing, small sail boats, hunting equipment and trophies. R. Ambrosio Enterprises, 17 Claveria St., Davao City. **IR216**

Automotive & transport equipment

Interested in locating additional sources of supply for automotive parts as well as parts and engines for DC-3 aircraft. Rourke Export Philippines, 57 Buendia Ave., Makati, Rizal. **IR85**

Seeking source of supply of jeep parts, particularly surplus from military. Asiatic European Impex Corp., 1502 Manhattan Bldg., Manila. **IR63**

Seeking source of supply of automotive parts, primarily used parts. Tradewealth Inc., Suite 301, La Peral Building, 865 Rizal Ave., Manila. **IR62**

Interested in purchasing automotive maintenance parts and accessories. Universum Trading, R-208 Palomo Bldg., O'Donnell Cor. C.M. Recto Ave., Manila. **IR22**

Desires agency for automotive supply line, and consumer novelties. Insular Marketing and Distribution Corp., 310 Rosario St., Rosario, Manila. **IR150**

Manufacturer of construction equipment is interested in obtaining distributorship for transmission systems, engines for autos, trucks and tractors, and also axle assemblies including tires. S.L. Salomon, Inc., 151 C. DeJesus, San Juan, Rizal. **IR181**

Importer/wholesaler of automotive accessories and parts desires to expand lines to include jeep parts and automotive air conditioners and radios. Dupro Philippines, Inc., 1007 United Nations Ave., Manila. **IR3**

Importer of industrial engines, diesel parts and assemblies, interested in handling surplus parts for cars, trucks, and tractors. Diesel Injection & Magneto Services Co., 422 Arzobispo, Intramuros, Manila. **IR125**

Textiles & synthetics

Manufacturer of men and women's apparel desires to sell a high-quality line of men's and women's apparel, in casual styles. Insular Marketing and Distribution Corp., 310 Rosario St., Manila. **IR151**

Interested in manufacturing a line of top-quality upholstery fabrics as well as a line of plastic-cloth remnants for handbags. Artcarman Merchandising, 307 Quisumbing Bldg., Dasmarinas, Manila. **IR145**

Check first

Before entering business negotiations, U.S. firms should make appropriate inquiries on reliability and credit standing. The Department of Commerce cannot guarantee trade relations resulting from contact made with the listed firms.

Manufacturers' representative wishes to act as broker for canned asparagus tips; canned fish including sardines, anchovies, sauries, jack or horse mackerel, salmon, mackerel, squid; canned cuttle fish in natural or soy sauce; staple fiber for textile industry; raw materials or supplies for plastic industry. Philippine Trade Resources, 954 Rizal Ave., Manila. **IR46**

National Marketing Corporation (NAMARCO) desires to represent food manufacturer. Items would be evaporated milk, corned beef, sardines, prunes, fresh apples, olives, powdered milk, canned meat loaf, canned ham, peaches. International Development Resources (Phils.), Rm-611-C Trinity Building, San Luis, Ermita, Manila. **IR71**

Department store is interested in obtaining a good line of baby carriages and strollers from U.S. Arcega's Department Store, 769 Aurora Blvd., Quezon City. **IR92**

Importer/distributor of food and candy products desires to import American brand-name candies and fancy foods on an exclusive basis. Newton Commercial Inc., Room 105, Chaco Building, Plaza Cervantes, Manila. **IR97**

Interested in representing U.S. firms in food products and allied lines. Tradewealth Inc., Suite 301, La Peral Bldg., 865 Rizal Ave., Manila. **IR 104**

Established importer of domestic cooking appliances desires to expand into a complete line of commercial stainless steel kitchens and service equipment, with eventual local fabrication. Inter-Island Gas Service Inc., 200 2nd St., Port Area, Manila. **IR87**

Interested in selling sea shells and sea coral. Marine Development Corp. of the Philippines, 159 Laura St., San Juan, Rizal. **IR76**

Desires to export papaya pulp (frozen in bulk) to U.S. for nectar manufacture, also frozen mangoes in consumer size package. Kwong's Commercial, 2139 Felix, Sta. Ana, Manila. **IR99**

Interested in selling frozen shrimp, filets of fish, lobster, snapper, tuna, sword fish. Rosales Enterprises, #6 Seventeenth Ave., Cubao, Quezon City. **IR42**

Interested in purchasing home-type washing machines. Sevilla's, Corner Bolton & Rizal Sts., Davao City. **IR222**

Wants to purchase one (1) used fishing dragger approximately 50 feet long, and one 40-foot used pleasure craft with speed of 20 knots. Southwestern University, c/o Southwestern University, Cebu City. **IR198**

SHOPS, SHOPPERS AND CARS throng Manila's Rizal Avenue, where U.S. imports meet the consumers.

Desires to export Philippine wood carvings, ashtrays, and similar handicrafts to U.S. Starlight Trading and Industrial Corp., 940 Oregon & Colorado Sts., Ermita, Manila. **IR190**

Interested in importing poultry breeding stock and poultry equipment such as incubators and chick testers. F. B. Echavez, Highway Mandawe, Cebu. **IR202**

Large established food manufacturer with large sales force presently selling cooking oil, flour, cake mixes, and other consumer food products desires to further utilize its sales force by importing (or acting as indent agent of) American brand name food products, including canned items, cereal and baby foods. Republic Flour Mills, Pasig, Rizal. **IR142.**

Manufacturer of light boats interested in buying marine supplies, outboard marine engines, pre-fabricated barges, tug boats, and commercial vessels. Samson Boats & Allied Industries, Inc., Km. 12.7 Las Pinas, Rizal. **IR27**

Established indent firm desires to represent American manufacturer of canned corned beef, beef loaf, canned sardines, and canned evaporated or condensed milk. C. B. Antolin Enterprises, 2318 Tejeron St., Sta. Ana, Manila. **IR98**

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A FACE LIFTING is the order of the day as this coastal freighter gets a coat of fresh paint before resuming its freight deliveries among the southern islands of the Philippines. Other members of the Southern Industrial Projects inter-island fleet are in the background. Spare parts and replacement parts will be needed in increasing volume as the Philippine economy continues its vigorous growth.

U.S.-to-Philippines cable service opens

Direct cable service between the U.S. and the Philippines was established last week.

Western Union International inaugurated the service with a ceremonial exchange of messages by U.S. and Philippine officials in New York and Manila.

Company officials said increased trade relations between the two countries created demands which resulted in the new direct service. The service also will link the U.S., Hawaii and Guam.

The facilities will be used to provide cable message, Telex, leased telegraph channel and alternate voice/data services.

The New York ceremony was held in the Philippine General Consulate. Those taking part were Adlai Stevenson, U.S. Ambassador to the United Nations; Privado G. Jimenez, Philippine representative to the U.N.; Philippine Consul General Bartolome Umayam, and Edward A. Gallagher, president of Western Union International.

Those taking part in Manila were William Blair, U.S. Ambassador to the Philippines; Philippine Foreign Affairs Secretary Mauro Mendez; Sir John MacPherson, chairman of the board of Cable and Wireless, Ltd., and Philippine cabinet officers.

BUSINESS-MINDED VISITORS call on Mission members Rudel, Carlebach at Information Center in Manila.

Launch drive to sell U.S. textile fabrics in Europe

INTERSTOFF Trade Fair and Stockholm Trade Center scene of exhibits of latest U.S. styles

Ten major U.S. manufacturers of textile fabrics will present their products in a U.S. Commercial Exhibition at the INTERSTOFF/International Trade Fair for Clothing Textiles, in Frankfurt, May 25-28. This event will be preceded by an American Apparel Fabrics Show in the U.S. Trade Center in Stockholm, May 18-21.

The following U.S. firms will exhibit in Frankfurt:

Burlington Export Co., Dan River International, M. Lowenstein & Sons, J. P. Stevens & Co., Riegel Textile Corp., Turner Halsey Co., Turner Jones Co., United International, Reeves Brothers and Springs Mills.

Six of the U.S. exhibitors at Frankfurt are expected to show their products in the May 18-21 show at the Stockholm Trade Center where they will be joined by six other U.S. manufacturers of textile fabrics.

Buyers interested

Western European buyers are indicating considerable interest in these exhibitions, according to Bureau of International Commerce trade promotion officials. The assistance of commercial officers in U.S. Embassies in Europe has been requested in a publicity and trade promotion campaign for the two exhibitions. Contacts are being made with the European trade press and other appropriate channels to secure the broadest possible coverage for the U.S. exhibitors.

European wholesalers and large retailers in the textile trade are being contacted, including department stores and mail-order houses, convertors and printers, manufacturers of apparel and other products made of textile fibers and used in the home and in industry.

Feature '66 lines

Both shows will feature the 1966 spring and summer lines, including a large number of fabrics made of both natural and synthetic fibers, including blends. A variety of weights, weaves, colors, finishes, styles, textures and prints will be shown.

Sharp gain in February exports follows reopening of many ports

But U.S. trade in first two months of year, reflecting effects of dock strike, was below comparable '64 period; greater impact on exports over imports explained in detail

Reopening of North Atlantic and many of the Gulf Coast ports around the middle of February, following termination of the strike at these ports, resulted in a sharp rise in February exports and imports over January's.

Exports, excluding military grant-aid, rose by 27% to $1,514 million. Imports increased by 32% to $1,464 million. Nevertheless, for the first two months of 1965, U.S. trade, reflecting the effects of the strike, was still below the comparable period of 1964.

As in January, the impact of the strike on U.S. exports for the January-February period was greater than it was on imports. Exports, as measured by the monthly average for January-February, fell by 33% from $2,020 million in 1964 to $1,351 million in 1965. Imports were only 7% lower, declining from $1,391 million to $1,288 million.

Many reasons

Reasons for the larger percentage decline in exports than imports were:

Embargoes were placed by rail and highway transport officials on export movements to the ports in efforts to clear congested ports; cargoes moving by tanker, not disrupted by the strike, constituted a much larger share of imports than exports; shipments advanced from January to December by U.S. exporters in anticipation of the dock strike may have exceeded the advanced deliveries received by importers, because it was easier to accelerate exports than imports;

More imports than exports may have been diverted through Pacific ports or through Canada, despite the higher costs, to avoid having ships tied up in the United States; priority was given to discharging vessels over the loading of vessels, and the practice of accepting import entries for statistical purposes prior to the actual unloading of the vessels was continued at one port and possibly others.

Export commodities most seriously affected by the work stoppage at U.S. piers in January-February were agricultural products, which fell by 50% as compared with the same period a year ago. Grains, tobacco, cotton, and soybeans suffered heavy declines.

Industrial products, commodities of prime interest to the Department of Commerce, declined by about one-fourth. Shipments of machinery, by far the principal export commodity, fell at about the same rate as all industrial products. Sales of transport equipment, injured less severely by restricted port activity due to the use of surface transportation for shipments to Canada and Mexico, were reduced by only 17%. Decreases of 30% or more were reported for exports of chemicals, iron and steel-mill products, paper products, textiles, and rubber manufacturers.

Africa, S.A. affected most

Foreign markets most affected by the strike, as gaged by export decreases in January this year as compared with January 1964, were the countries of Africa and South America, for which reductions of 61% and 53% were reported. Exports to Europe were 50% lower. Shipments to Asia, which receive relatively more goods from the Pacific ports, declined only 39%.

Canadian purchases, flowing mainly through the Great Lakes and border Customs Districts, fell by 15%. Shipments to Mexico, moving overland as well as through Pacific ports, increased slightly.

Impact of strike greater on exports than imports

Millions of dollars

Period	Monthly average [1] Exports [2]	Imports
Jan.-Feb. '65	1,351	1,288
Jan.-Feb. '64	2,020	1,391
Jan.-Dec. '64	2,135	1,557
Feb. '65	1,514	1,464
Jan. '65	1,188	1,113
Dec. '64	2,561	1,755

[1] Not adjusted for seasonal variation because normal seasonal and working day adjustment factors are not applicable to periods of abnormal port activity such as those before, during, and after the strike.

[2] Excludes military grant-aid.

International Trade Winds

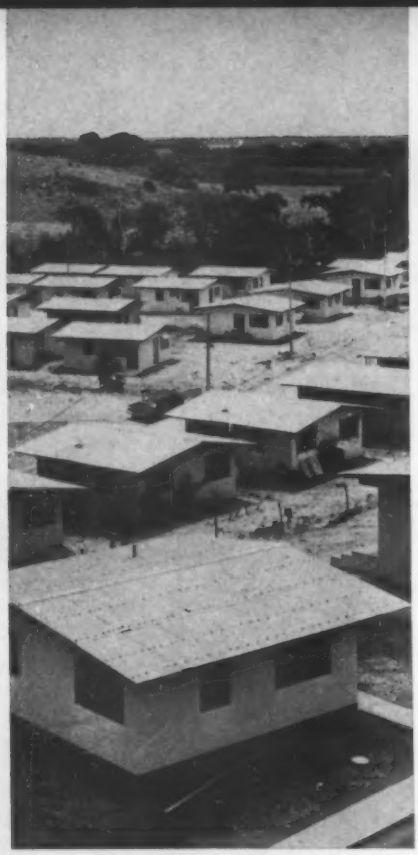
OILFIELD EQUIPMENT—Twenty railroad flatcars and six truckloads of smaller equipment added up to a record shipment of oil and gas separation and pipeline pumping machinery sent by Black, Sivalls & Bryson, Inc., of Oklahoma City, to the Middle East sheikdom of Abu Dhabi. The Socony Mobil Oil Co., Inc., has announced a mid-1966 target date for completion of its second crude-oil pipeline in Libya, to have an initial capacity of 100,000 barrels a day and an ultimate capacity of about 500,000.

SCIENTIFIC LIAISON—A Brussels office for scientific liaison has been established by the Xerox Corp., to strengthen information links between the company's research and engineering laboratories and European scientific currents.

PROTECTIVE COATINGS—A Netherlands plant for producing phthalic anhydride—used in protective and decorative coatings, and other applications—will be expanded by Badger N.V. under contract with N.V. Chemische Industrie Synres, Hook of Holland. Under the contract Badger N.V., an affiliate of the Badger Co., Inc., Cambridge, Mass., will be responsible for design, engineering, procurement and construction of the expanded plant, expected to have an annual capacity of 20 million lbs. of high-purity product.

VISUAL DISPENSERS—An orange drink has been outselling beer recently at the Goldener Westen bar in Heidelberg, West Germany, with the credit given to visual dispensers made by Jet Spray, Waltham, Mass. Such dispensers are said to generate "impulse" sales because of the attractiveness of the colorful soft drinks on visual display. The restaurant is part of a new chain of snack bars and drive-ins established by the American company, A&W Drive-ins.

FATTY ACIDS—The first American complete chemical plant in Burma is being installed by Wurster & Sanger International, Inc., of Chicago (Riverdale), commissioned to design and supply a 4,000-lb.-per-hour fatty acid complex for the Burmese Government. The plant is expected to start producing high-quality fatty acids in the fall of 1966.



Alliance records year of progress

Steady application of self-help in Latin America propels organization into fourth season with good list of gains

Propelled by steady application of do-it-yourself on the part of the Latin American nations, the Alliance for Progress moved into its fourth year with a noteworthy record of social and economic gains.

As the new year started, many parts of Latin America could report a forward momentum in industry and agriculture, accompanied by a rising volume of trade and private investments in 1964. Signs of physical improvement were multiplying on all sides.

By mid-1965, funds administered by the Agency for International Development and the Inter-American Development Bank will have helped to build a total of 327,000 homes, 25,390 classrooms and 853 health centers, hospitals and mobile clinics; drill or install 1600 water systems; produce almost 12 million books and feed an estimated 22 million persons.

SELF-HELP IS AN IMPORTANT INGREDIENT in Alliance for Progress programs. Above, new masonry homes, built by the occupants on a do-it-yourself basis, line a road in San Miguelito, Panama. Below, a civilian-military team works on a farm-to-market road near a village in northern Ecuador.

In three years

During the first three years of the Alliance, the United States provided about $1 billion a year, or less than one-fifth, of the new capital formation needed for programs conceived under the Charter of Punta del Este. Latin American, European and other sources provided the rest.

The credit union movement, dedicated to individual thrift and small loans at moderate rates of interest, represents one of the Latin American self-help efforts. With AID assistance provided through the Credit Union National Association, some 1160 credit unions with more than 400,000 members have been established in six South American countries. Their cumulative loans are slightly under $50 million. A new program calling for 1500 credit unions has been launched in the Central American republics.

By the end of 1965, cooperative banks will be operating in Ecuador, Uruguay, Chile and Colombia. Eighty-five savings and loan associations with 200,000 depositors have been established in eight countries. Enabling legislation is pending in two more countries. Local savings are accumulating at the rate of $2 million a month.

In addition, the Cooperative League of the United States has helped to form 400 artisan producer co-ops and four national marketing companies to provide employment for about 60,000 Andean handicraft workers.

Housing projects

The Foundation for Cooperative Housing has made feasibility studies of co-op housing in 15 Latin American countries, and is training personnel for responsibilities in this field. The Foundation also is developing AID-financed co-op housing projects. Construction on several projects is scheduled to begin by year's end.

The American Institute of Free Labor Development, in cooperation with free labor unions in Latin America, is organizing housing, consumer and credit co-ops in most of the sister republics.

To overcome a critical shortage of trained personnel, Latin American countries are spending about 21% of their total central government budgets on education. U.S. assistance in this field has amounted to about $123 million a year.

During 1964 the Latin American countries discussed their long-range goals, problems and self-help measures. Their forum of action was the newly-organized Inter-American Committee of the Alliance for Progress, headed by Carlos Sanz de Santamaria. Committee experts review country and regional plans and recommend specific courses of action, with emphasis on self-help measures.

Gains listed

At the year-end Lima conference of the Inter-American Economic and Social Council, delegates listed solid gains in Latin America's export earnings, and gains in the Central American Common Market (CACM) and Latin American Free Trade area (LAFTA).

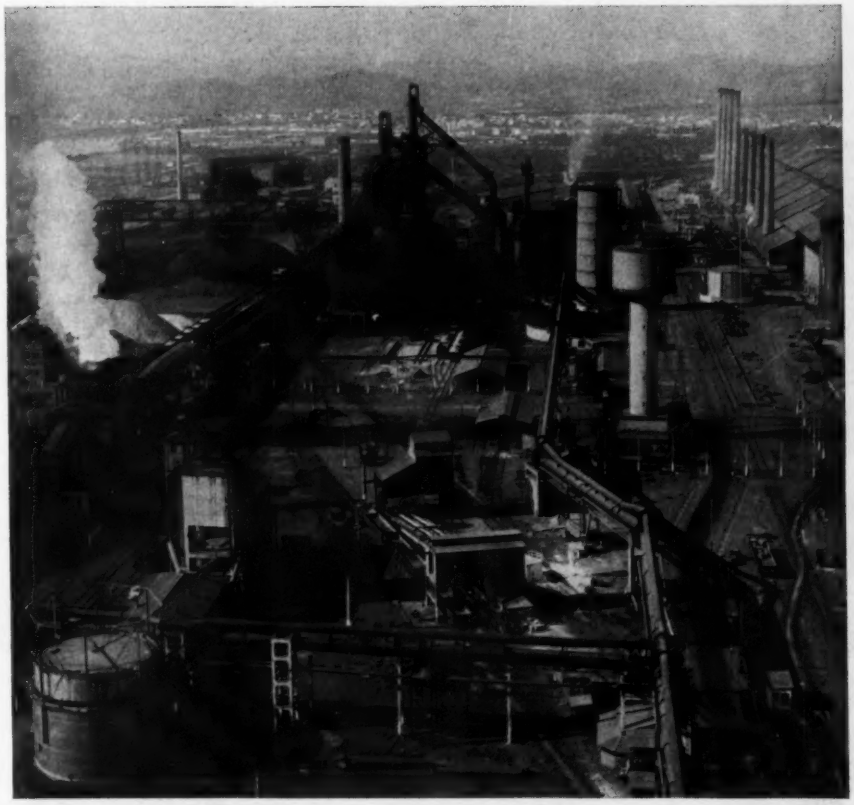
The interest of U.S. private investors is shown by the latest summary of specific risk guaranties issued by AID for Latin American ventures. These guaranties insure investors against losses through war, revolution, insurrection, expropriation and inconvertibility. The 256 contracts written in 1964 provided guaranties totaling $365 million, a 42% increase over 1963.

The past year also saw a significant improvement in demand for self-liquidating Latin American investments under the AID housing investment guaranty program.

Guaranties authorized in 1964 amounted to $62.2 million. During 1965 it is expected that the present guaranty authority of $250 million will be fully-committed. About 35,000 housing units will be under construction or completed this year.

U.S. private capital investments were supplemented by a growing volume of new funds from public and private development banks specializing in loans to small and medium-size business firms. In 1964, AID authorized dollar loans amounting to $80 million to 16 banking institutions in 11 countries, to enable them to make sub-loans to qualified private borrowers.

Industrial development centers, devoted to promoting private business enterprise, have been established in 12 Alliance countries.



UNDER THE ALLIANCE FOR PROGRESS, Brazil's National Steel Co. is using a $5.5 million U.S. loan to expand steel and tin production. Heart of steel-making complex, built in 1941, is at Volta Redonda.

The effectiveness of these new banks and centers is illustrated in El Salvador. During a 90-day period, 52 firms made new investments amounting to $13.4 million. These firms now provide some 3900 jobs.

The new PEP Program (Private Enterprise Promotion) brings qualified Latin Americans to the United States for first-hand studies of area industrial development.

This "know-how" is transmitted to local Latin American groups. With such knowledge Colombian businessmen have organized 11 area development committees and 12 more are planned. Seven new manufacturing plants are in production and 18 more plants are under consideration.

Shipments of U.S. food commodities are an important factor in helping to relieve distress among millions of children and adults. These shipments have also spurred the general economy.

Food allowances to workers and their families are used as part-payment for services. The proceeds of local currency sales of these commodities are used to finance public works and industrial development.

San Francisco trade club elects Reeves president

Albert L. Reeves, senior vice president of Utah Construction and Mining Co., has been elected president of San Francisco's World Trade Club.

Reeves succeeds George Killion, president of American President Lines, who led a campaign to organize the international club and has served as president since it opened in the World Trade Center five years ago.

Elected vice presidents to serve with Reeves were Ralph N. Larson (Morris Plan Co.), Roy L. Brandenburger (Monsanto Chemical Co.), and Donald G. Whittemore (J. H. Pomeroy & Co.).

SOUTH AFRICAN ADVISOR

Edward J. Rankin, on home leave from his post as Commercial Officer at Johannesburg, Republic of South Africa, will be available in the Baltimore Field Office of the Department of Commerce on May 4 and in the Philadelphia Office on May 6 and 7. Interested businessmen may contact the appropriate Field Office.

FURIOUS NOTE-TAKING was the order of the day as 175 registrants participated in March 9-April 13 seminar sponsored by International Trade Club, Chicago.

CHICAGO'S BEST SO FAR

Seminar packs them in

City's International Trade Club gratified by turnout for 6 weeks of training

This year's export seminar was so well attended in Chicago's La Salle Hotel that the sponsoring organization, the International Trade Club of Chicago, had to seek larger quarters from the hotel management.

According to Club President Edgar J. Cook, the 175 registrants for the six-week (March 9-April 13) 1965 Seminar on Principles and Techniques in Exporting not only eclipsed the number of registrants in the previous three years, but they also displayed unmatched enthusiasm and diligence. About 130 of the 175 registrants—or 74% of the total—in this fourth ITC seminar will be awarded participation certificates, signifying that they have attended two-thirds of the meetings.

Broad scope

Subjects covered included Entering Export Markets, Market Evaluation and Research, Financing Export Sales, Export Documentation and Marine Insurance, Export Transportation, and Selling and Developing Overseas Markets.

Fourteen international trade authorities from industry, government and education served as lecturers, representing the Chicago Field Office of the U.S. Department of Commerce; International Amarex, Inc.; Northern Illinois University, DeKalb; the Parker Pen Co., Janesville, Wis.; the First National Bank of Chicago; H. D. Hudson Manufacturing Co.; Martain H. Plotnick & Co.; Brunswick International, C.A.; the Port of New York Authority; D. C. Andrews & Co. of Illinois, Inc.; Advertising International; World Commerce Co., Inc., and the A. B. Dick Co.

Enrolled in the seminar were representatives of 110 Chicago-area firms and others from as far away as Battle Creek, Mich., Milwaukee, Wis., and Michigan City, Ind.

Moderator for the entire series, as well as leader of the open forum discussions, was John E. Jones, second vice president, Continental Illinois National Bank & Trust Co. of Chicago.

Other activities

With a membership of 800 world traders representing 650 firms, the International Trade Club of Chicago holds the seminar each year as one of its most significant contributions to the development of export skills among personnel of Midwestern firms. The seminar is part of a comprehensive program of activities which has made the Club one of the early winners of an "E"-for-export-excellence award.

Included in this program are monthly luncheon meetings with talks by experts in world trade, publication of the monthly *International Trade News*, informal special-interest meetings of smaller groups within the Club, and operation of a Business Opportunities Exchange.

CONSULTANT ON TURKEY

Arthur C. Lillig, on home leave from his assignment as Commercial Attache, Ankara, Turkey, will be available in the New York Field Office of the Department of Commerce on June 2 and 3 and in the Philadelphia Office on June 4. Businessmen in these areas desiring an appointment may contact the appropriate Field Office.

IN SELLING FAIRS

'Quickening interest' seen

Secretary Connor calls attention to large number of firms going into British engineering show

More U.S. businessmen than ever are taking part in overseas commercial exhibits sponsored by the Department of Commerce.

Secretary of Commerce John T. Conner said this is because of "a quickening interest by U.S. industry in overseas markets."

The Secretary said this would help to better the U.S. balance of payments position.

He said that 110 manufacturers—more than twice the average number—had agreed to exhibit advanced industrial equipment in the International Engineering Exhibition at Earl's Court in London, which opens April 21.

Martin on way

He also announced that Clarence D. Martin, Jr., Under Secretary for Transportation, will represent the United States at this nine-day show geared to Britain's drive to increase productivity through automation.

The Secretary said about half of the 110 exhibitors had never before sold in overseas markets and that 79 of them were small businesses.

Last year, the Department's Bureau of International Commerce, which is responsible for the program, presented 14 commercial shows at trade fairs around the world. Participating firms reported about $3.2 million in off-the-floor sales and expected after-show sales to total more than $42 million.

The chief objective of the BIC commercial fairs program is to help U.S. firms become established in overseas markets through appointment of agents and distributors. The U.S. Embassy in London, for example, last month publicized the names and addresses of dozens of American firms who will seek foreign agents during the London engineering show.

The U.S. exhibit in London will feature a wide range of electronic production aids and research instruments, including digital computers and converters, monitoring and alarm systems, and oscilloscopes and circuit analyzers.

Controls for presses and other production tools and automated machines will be in operation, as well as general industrial machinery designed for the chemical and metal industries and for aircraft, motorcar, and general consumer durables' manufacturers.

Exhibitors of attachments and components will show how greater flexibility and improved quality can be achieved at relatively low cost on such items as grinding attachments and tube-bending tools.

A special feature of the U.S. exhibit will be a series of seminars on recent technological developments in U.S. production, presented by prominent American businessmen who have volunteered their services to the U.S. Government. Dr. Peter C. Goldmark, president of CBS Laboratories, will chair the seminars.

U.S. representation sought at trade fair in Mozambique

American firms have been invited to participate in the first annual agricultural, commercial and industrial fair of Mozambique, July 24-Aug. 7 in Lourenco Marques.

The U.S. Consulate General in that city feels the fair offers an inexpensive way of bringing U.S. products, especially agricultural machinery, farm equipment, fertilizers and insecticides, before the Mozambique public.

Payment for exhibit space must be made during the June 1-30 period.

Write: U.S. Consulate General, Lourenco Marques, Mozambique.

Additional information about trade fairs and trade center shows is available from the Bureau of International Commerce, Office of International Trade Promotion, Department of Commerce, Washington, D.C. 20230.

OFF TO THE INTERNATIONAL Engineering Exhibition goes a tube cutting machine from Vulcan Tool Co. of Dayton, Ohio. Capt. G. N. Juniper (in derby), berth superintendent of U.S. Lines, Royal Victoria Docks, supervises the unloading. The machine was in the first shipment to arrive for the exhibition.

As Maine goes . . .

Several years ago, the staff of the Maine Maritime Academy felt their annual winter training cruise of 10 to 12 weeks could do more than give midshipmen a taste of life at sea.

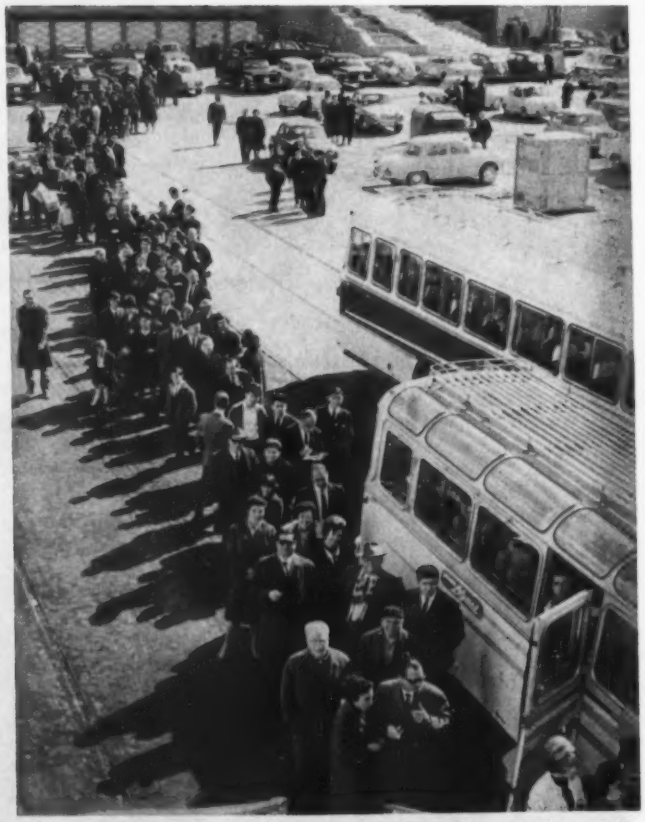
The cruise vessel, the *State of Maine*, could carry displays of state products to foreign ports—a mobile trade fair on behalf of Maine exporters.

The going was a little rough at first as an attempt to get a special legislative appropriation failed. But the Academy started a series of ventures with other state agencies, and now has the unusual project going strong.

Last winter, stops were made at several Spanish and Portuguese ports, where buffets were given for importers.

The Maine Department of Agriculture and the Academy cooperated on the Mediterranean cruise.

The 'State of Maine' training ship of the Maine State Maritime Academy rests at her home port of Castine before setting out on a cruise for 300 midshipmen—and for Maine exporters. The 14,000-ton vessel stopped at Santa Cruz de Tenerife, Lisbon, Malaga, Palma de Mallorca, Valencia, Gibraltar and Funchal last winter before returning last month. Prospective buyers in Lisbon (below) inspect folders and a food display on board. Last year, the ship visited Caribbean ports.



At Valencia, visitors line up to see what Maine has to offer in the way of food products. The number of visitors in foreign ports ran as high as 2,500 on a single three-hour guided tour. Most tours drew between 300 and 1,000 visitors and prospective buyers. The Maine Department of Agriculture is trying to introduce Maine frozen chicken to the booming hotel trade of Spain and Portugal. Several buffets featuring Maine food were given.

ONE OF THE LARGEST BOOTHS in exhibit was the Addressograph-Multigraph Corp. which featured reproduction equipment and data recording machines.

TRADE CENTER

Business machines show

Exhibitors speak of high caliber of visitors; German television shows part of display

The specialized business machines, systems and accessories show at the Frankfurt Trade Center March 10-17 drew almost 1,200 visitors, including a select representation of dealers, importers, manufacturers, trade groups and end users.

Some 25 U.S. companies exhibited and demonstrated a wide range of advanced types of business machines and labor-saving devices. Special emphasis was placed on highly sophisticated electronic equipment in areas of reprography, computation and communication as well as on smaller types of office devices that combined novel ideas with labor-saving features.

Exhibitors were especially enthusiastic about the high caliber of visitors to their booths and said the contacts made gave them every reason to be highly optimistic about future business. With an estimated annual growth rate of 15% to 18%, the West German market for business machines offers a promising potential to American industry, which, backed by inventive skill and mass production methods and the steady development of new products, is in an excellent position to meet a large part of the demand.

One of the highlights of the exhibit was the feature coverage by German television in a four-minute nationwide broadcast showing four of the more sophisticated pieces of equipment in operation.

BELL & HOWELL representatives were busy at the show. In above photo, L. W. Penzel (right) demonstrates a micro-data machine for a group of German management experts. Fritz Pfankuch (second from left, bottom picture) talks business with several visitors and buyers over a mail-inserting machine.

Mexico's in fine shape

Surging economy didn't even slow down during Government changeover

Mexico's economy opened 1965 in excellent condition, following the upward trend of the final quarter of 1964.

Foreign trade for the year set new records with Mexican imports up 20% and exports up 10%.

The high 1964 level of business activity and confidence apparently carried over to 1965, despite the change in government during December. The manufacturing sector is expected to require increased investment in many industries to meet rising demand. The 1964 output of cement, chemicals, iron and steel and automotive vehicles was well above the 1963 levels.

Automobile sales reached an all-time high in December in expectation of higher 1965 prices for cars with domestically-made engines and components. Retail sales were generally satisfactory in October and November. They were very good in December, stimulated by the distribution of higher than normal Christmas bonuses. The best department store lines in December were apparel, giftware and hardware, which showed 14 to 25% increases over December 1963.

Sales of home furnishings, auto accessories, sporting goods, and household appliances also increased, although by smaller percentages.

Industrial developments

A decree of Dec. 2 required the domestic manufacture of stationary, marine, industrial and automotive diesel engines within 24 months. This was modified by a decree of Dec. 16 requiring that firms wishing to manufacture such engines notify the Directorate General of Industries by Jan. 17 and submit their manufacturing plans by March 2.

These plans must lead to a minimum national content of 60% of the direct cost of production, with 10% of the manufacture in the company's own plant. At least 51% Mexican capital is required for firms seeking to manufacture diesel engines.

Except for firms granted previous authorization, companies manufacturing automobiles or trucks are barred from making diesel engines.

The new decree also named five firms authorized to manufacture certain construction equipment under the terms of a decree of April 3, 1964. The Dec. 2 decree had required other types of construction equipment to be manufactured under the same terms as the construction of diesel engines, and excluded the five firms from making additional kinds of construction equipment or diesel engines except for export or to meet domestic shortages.

Articles on commercial and economic conditions abroad are prepared in the Office of International Regional Economics, Bureau of International Commerce, unless otherwise specified.

Commodity stories generally are prepared by the Business and Defense Services Administration's (BDSA) industry divisions.

Reports are based on dispatches from U.S. Foreign Service posts and on department analysis.

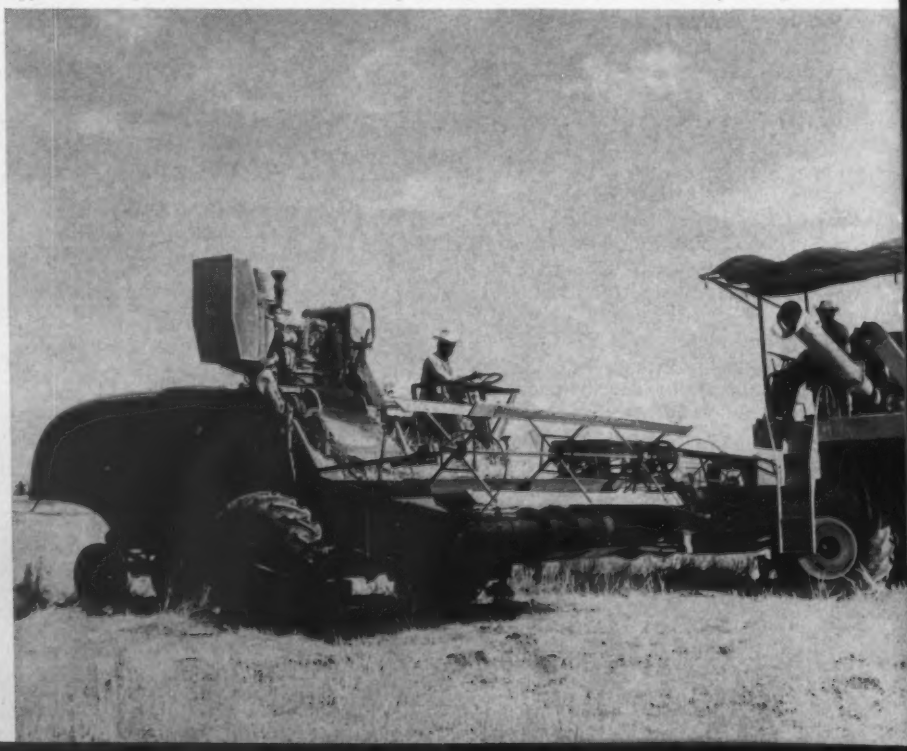
Plans for a third industrial zone in the State of Queretaro, to be located near San Juan del Rio, were announced. In the year ending last Sept. 30, nineteen new plants worth 120-million pesos were established in the industrial zone of San Luis Potosi.

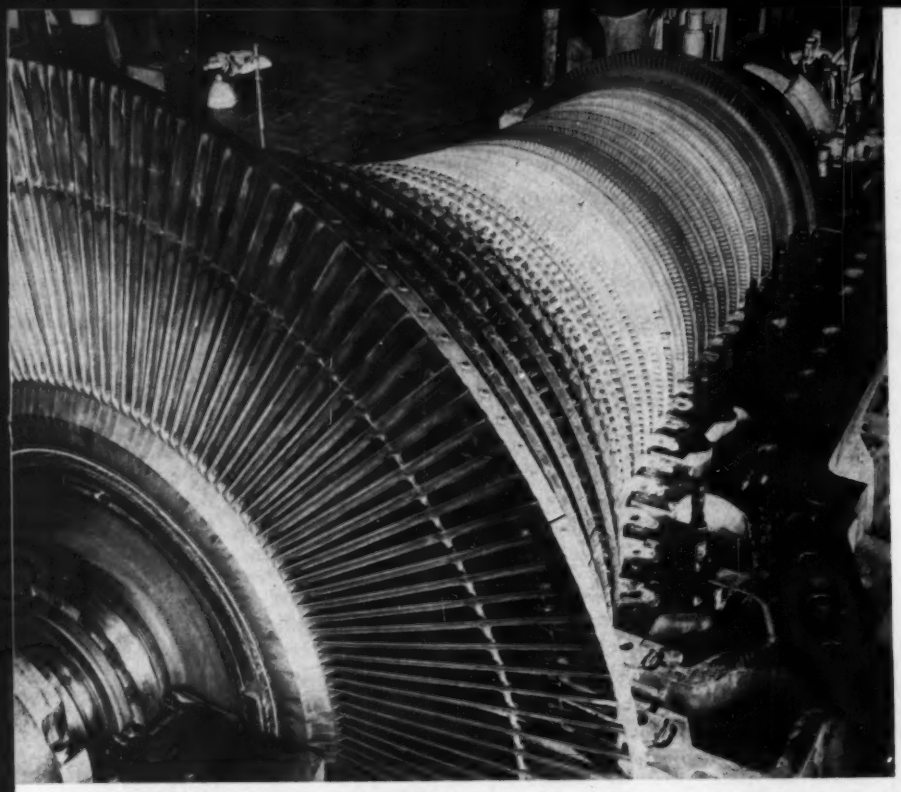
Siderurgica Nacional, S.A., a government-owned firm in the industrial city of Sahagun, purchased a plant to manufacture special steels from Vanadium Steel Alloys Co., Latrobe, Pennsylvania. The plant, now in Canada, will be moved to Sahagun where the Mexican firm will have exclusive Latin American rights to produce these special steels. Vanadium Steel Alloys will supply technical assistance and patents, and both firms will distribute products from the Sahagun plant.

Fierro Esponja de Monterrey, S.A., manufacturer of sponge iron, will construct a new unit costing $6 million to increase its daily production from 700 to 1,200 tons. The iron is used for producing ingot steel, and the firm is reportedly considering licensing its process to steel firms in Japan, the Philippines and Brazil.

Poli-Rey, S.A., 67% privately owned and 33% owned by Petroleos Mexicanos (PEMEX), was organized in 1963 to establish a plant producing polyethylene in Reynosa, Tamaulipas. Because of setbacks, the plant was not constructed, and

WHEAT FARMERS in Mexico's Yaqui Valley finish harvesting last year's good crop. Ample water supplies and improved varieties of seed are expected to result in an ever better crop during 1965.





ELECTRIC POWER demand in Mexico has doubled in the last decade, reflecting strong industrial growth. The turbine pictured above is part of a new generator which addd 82,400 kilowatts to the capacity at the Lecheria power station of the Mexican Light and Power Company. (World Bank)

the Government recently declared polyethylene a basic petrochemical product which only PEMEX may manufacture. PEMEX will start work on this polyethylene plant which will cost $12 million and have an annual capacity of 18,000 tons. Imperial Chemical Industries of Great Britain will provide the technical assistance.

Other plants will produce ethylene oxide, ethanolamine and ethylene glycol, and the entire Reynosa petrochemical complex will cost PEMEX $24 million in 1965. In all, PEMEX expects to invest more than $80 million in petrochemical projects during 1965.

The new fishing port of Alvarado, 45 miles from Veracruz, was opened in November. Built with Dutch capital at a cost of $9.6 million, it includes such facilities as docks for unloading and servicing fishing vessels, a boatyard with marine ways, machine shop, ice plant, cold storage facilities, a canning line, a meal and oil plant for offal, and five Dutch-built steel vessels.

Seafood plant

As part of the program to supply low-cost seafood, a new freezing and distribution plant with freezing capacity of 15 tons and storage capacity of 750 tons was opened in Tepepan near Mexico City.

A comprehensive revision of Mexico's Income Tax Law, effective Jan. 1, 1965, found ready acceptance among business and financial leaders and is expected to foster economic growth.

The nine income tax schedules formerly used are replaced by two, an individual and a corporate. The tax rates for individual returns are progressive up to 25% on incomes above 150,000 pesos per year. Dividends and other fixed income are taxable at 15 to 20%. Deductions for family and personal outlays are now permitted.

The tax on distributable profits was dropped to foster reinvestment. Henceforth, the tax applies only to profits actually distributed and is paid by the individual stockholder, not by the corporation.

The excess profits tax was repealed; losses incurred in any single year may be carried forward for five years; and the capital gains tax is not applicable to properties held for more than 10 years. An abridged text of Mexico's new Income Tax Law can be obtained from the Office of International Regional Economics, Bureau of International Commerce, Washington, D.C. 20230. A complete English translation can be purchased from Traducciones, Plaza de la Republica 49-202, Mexico, D. F., Mexico.

Mexico's 1965 budget totals 37 billion pesos and consists of the regular budget of 17.9 billion pesos (16 billion in 1964) and 19.1 billion pesos for the more important decentralized agencies. Receipts and payments of these institutions must be channeled through the Treasury, and their external borrowings must be approved by the Secretary of the Treasury.

Stock market prices rose through mid-November and have remained relatively stable since then. During 1964, some 15 new industrial issues appeared on the exchange, bringing the total to 66.

Wholesale prices rose about 6% during 1964. The pre-Christmas upsurge in retail prices occurred despite Government crack-down efforts.

Two projects

The Inter-American Development Bank (IDB) loaned $9.8 million to help finance hydraulic projects in the Lerma-Chapala Santiago Basin, and a French credit of $15.2 million will help finance a sugar mill in Apatzigan, Michoacan. The World Bank was reportedly considering a $32 million credit to finance an extension of Mexico's toll-road system.

In mid-December Congress approved increases of up to $300 million in Mexico's subscription to the IMF; of up to $231 million to the World Bank; and of up to $272 million to the IDB.

Mexico's 1964 imports were $1,493 million, 20.4% over 1963. Exports of $1,023.9 million were 10% over 1963. Imports from the U.S. were $1,023.2 million and the U.S. bought $608.8 million worth of Mexican goods.

Mexico's new tariff system, adopting the Brussels Nomenclature, went into effect Nov. 26. While most rates under the new system were the same as the old, reclassification caused many items to fall under different tariff classifications. Some upward revisions of rates were also made. It will probably take several months for the new tariff system to begin working smoothly, and this may reduce imports.

Tourist business

The Mexico City Hotel Association reported that the average hotel occupancy during 1964 was slightly better than 70%, compared to 66.7% in 1963. Preliminary official data show 922,262 tourists traveling to the interior of Mexico in January-October 1964, compared to 866,611 in the same period of 1963, and 1,062,970 for all of 1963.

The 245-kilometer highway from Arriaga to Tapachula on the Guatemalan frontier, which was inaugurated in November, will provide shorter and faster road connection with Guatemala.

PEMEX announced it was financing a survey of the proposed route of the Gulf Coast Canal from the U.S. border to Tuxpan, Veracruz. If the plan is approved, construction of the canal may begin this year. The estimated cost is 250 million pesos.

Mexico now has 90 shipyards with a total investment of 180 million pesos, which are engaged primarily in constructing boats for the fishing fleet now numbering 1,640 vessels of all types.

Mining and petroleum

Various schemes were presented to the new administration in view of the increased criticism of the 1961 Mining Law, of the mining policy in general, and of the declining situation in the industry (taxes paid by the industry dropped from 4.5 billion pesos in 1957 to 500 million pesos in 1963).

The production of most metals remained stable in 1964, but below 1963 levels. Gold was down, but output of sulfur and fluorspar increased. In the first nine months of 1964 silver production declined 5.4%, lead 7.5%, and copper 11.5% below the corresponding 1963 period.

Zinc production was slightly better in 1964. The new Zincamex zinc smelter at Saltillo, Coahuila was inaugurated and will process about 60,000 tons of zinc concentrates annually. Zincamex hopes to fill national needs for zinc metal and export any surpluses to Europe.

PEMEX announced that production of crude and distillates reached an all time high of 370,000 barrels daily in November. PEMEX and the Venezuelan Petroleum Corporation expect to sign an agreement in 1965 for PEMEX to develop a proven field in Venezuela which will permit Mexico to obtain 20,000 barrels of crude daily.

Mexican refineries have excess capacity and production is leveling off at about 115 million barrels a year. Imports of refined products in the first three quarters of 1964 surpassed the imports for all of 1963.

In November PEMEX inaugurated the expansion of its Salamanca, Guanajuato, refinery where capacity will be doubled to 80,000 barrels per day.

Good rains supplied water for irrigation for winter crops. The volume of water stored by reservoirs on Jan. 1, 1965 was 12% above the same date of 1963. The exportable surplus of cotton for the 1964-65 session is forecast at 1.8 million bales, 24% larger than 1963-64 exports of 1,454,000 bales. Sales have been slower and prices somewhat below those of 1963-64.

U.S. capital plays active role in Somalia's economic growth

AID-assisted port will provide sea outlet for banana region; lack of direct shipping services hampers U.S. sales expansion

The economy of Somalia appears to have weathered a severe year-long drought and is showing encouraging signs of growth, generated mostly by new industrial investments.

Recent industrial developments include the establishment of a joint Somali-U.S. firm to construct a fish-freezing plant. This firm has been granted a $600,000 AID loan to finance purchases of U.S. equipment needed to build and equip the plant. Another important contribution to economic growth has been the expansion of the sugar refinery at Giohar.

GM branch in Moscow?

General Motors has sold $125,000 worth of spare parts for Russian dump trucks working at the Aswan Dam construction site. The Russian-made trucks are almost exact copies of GM trucks, and the USSR is apparently not able to supply the parts. So badly needed were the parts that GM reportedly encountered none of the usual delays caused by governmental requirements and payment was made by letter of credit.

This is believed to be the second direct purchase of U.S. equipment by the High Dam authority. Dodge sold 40 lightweight trucks ($150,000) in a previous transaction.

Petroleum exploration is being carried out by two American companies, but results thus far have not been encouraging.

Steady if somewhat slow progress is reported on the construction of a deep water port at Chisimaio, which is being built with AID financial assistance. When completed, the new port will provide an adequate sea outlet for the banana producing region and should lower the cost of shipping bananas, Somalia's major export.

Although foreign trade figures for 1964 are not yet available, preliminary reports from trade sources indicate a considerable increase over 1963, when exports were $31.8 million and imports totaled $44.7 million.

Principal Somali exports are bananas and livestock, which are believed to have increased in 1964. Incense sales, for which Somalia is noted, have fallen considerably. Italy takes about 50% of total exports.

Somali imports have been sparked by a rise in purchases of machinery, transportation equipment, metal products, foodstuffs, and textiles. Italy is the major supplier.

According to U.S. statistics, Somali exports to the United States (chiefly hides) were $400,000 in 1964, against $600,000 in 1963.

Somali imports from the United States amounted to $2 million in 1964, compared with $2.2 million a year earlier. Commodities purchased from the United States consisted mostly of agricultural products (generally AID-financed) and supplies for the American oil exploration companies operating in the country.

The lack of direct shipping services is impeding any expansion in sales of American goods to Somalia. This adds to handling costs and reinforces widespread belief among Somali traders that American products are too expensive for the local market.

Nevertheless, Somalia's need for capital and consumer goods is heavy, and American merchandise is generally highly regarded. Air conditioners, domestic appliances, non perishable foods and edible oils, tobacco products, and trucks and tractors are believed to have a good export potential.

MECHANICAL EQUIPMENT

Holding company for large group of companies engaged in manufacture of variety of products, mainly mechanical engineering, is interested in licensing and/or joint venture arrangements with U.S. companies for products within the following classifications: industrial fasteners, mechanical and electrical components, machine tool components and fitments, and process machinery.

Write: Firth Cleveland, Ltd., Stornoway House, Cleveland Row, St. James's, London, S.W. 1, England. WTD.

5 new areas added to list for voluntary investment restraint

Resurgent economies no longer considered "less developed" by U.S.

Five more countries and areas—Ireland, Kuwait, Portugal, the Bahamas and Bermuda—have been added to the list of developed regions included under the voluntary balance of payments program.

Secretary of Commerce John T. Connor said he had advised the more than 600 executives cooperating in the program that these countries have been added to the list to conform with the President's announcement removing these countries from the "less developed" category for purposes of the interest equalization tax.

Each of the five countries has developed to the point where its borrowers no longer need priviliged access to the United States capital market. Each is achieving satisfactory rates of domestic economic growth and each has relatively large international resources available to it if additional funds are needed.

When the President's voluntary program was announced March 12, it was suggested that it should apply only to developed countries. The list provided then also paralleled that which applied to the interest equalization tax.

The Secretary stressed at that time that the program should not inhibit the flow of investments in the less developed countries.

The complete list of developed countries follows:

Australia, Austria, Bahamas, Belgium, Bermuda, Canada, Denmark, France, Germany (Federal Republic), Hong Kong, Ireland, Italy, Japan, Kuwait, Liechtenstein, Luxembourg, Monaco, Netherlands, New Zealand, Norway, Portugal, Republic of South Africa, San Marino, Spain, Sweden, Switzerland, United Kingdom.

Countries within the Sino-Soviet bloc are not regarded as less developed countries.

The Sino-Soviet bloc includes Albania, Bulgaria, any part of China which is dominated or controlled by International Communism, Cuba, Czechoslovakia, Estonia, Hungary, any part of Korea which is dominated or controlled by International Communism, Latvia, Lithuania, Outer Mongolia, Poland (including any area under its provisional administration), Rumania, Soviet Zone of Germany, and the Soviet Sector of Berlin, Tibet, Union of Soviet Socialist Republics, and the Kurile Islands, Southern Sakhalin, and areas in East Prussia which are under the provisional administration of the Union of Soviet Socialist Republics, and any part of Viet-Nam which is dominated or controlled by International Communism.

Team will assess Korean structural materials market

Panelfab International, independent overseas distributor for Panelfab Products, Inc., Miami, will survey the possibility of establishing a factory in Korea to produce laminated plastic structural materials.

A team, headed by Milton W. Fisher, Panelfab International president, is conducting the survey, which will investigate raw materials availability, labor, transportation facilities, possible locations, construction costs, government requirements and interest of Korean investors.

During the study, the company will erect a sample house and schoolroom and use the building to analyze the Korean market for the product.

The Agency for International Development will pay half the estimated $29,992 cost of the survey if the company decides not to make the investment. If the investment is approved, Panelfab will pay all the survey costs and retain exclusive rights to the study.

Countries repay $2 billion of foreign assistance loans

Over $2 billion has been collected by the Agency for International Development and its predecessors from countries receiving loans under foreign assistance programs.

A total $1.3 billion is in U.S. dollars and the remainder, the equivalent of $686 million, is in foreign currencies.

The figures, according to AID, include repayments on Food for Peace transactions, but not collections by the Export-Import Bank or other U.S. overseas loan programs not administered by AID or its predecessors.

Indian chemical company to buy U.S. equipment

Herdillia Chemicals, Ltd., of India will purchase U.S. machinery, equipment and technical services required at a plant to produce phenol, acetone, diacetone alcohol and other organic chemicals for industrial use.

The plant, located near Bombay, will be close to markets and raw material sources.

Dollar costs of the U.S. machinery will be financed through a $3.3 million Export-Import Bank loan. The Agency for International Development will finance about $5.6 million in rupees to cover a portion of local costs.

Hercules Powder Co., Wilmington, Del., will participate with British and Indian interests in the project. The Lumus Co. of New York will provide construction and technical services.

There is a growing demand for organic chemical intermediates in India. The chemicals to be produced by Herdillia are expected to contribute significantly to India's development. Potential customers include manufacturers of pesticides, pharmaceuticals, disinfectants, paints, dyestuffs, textiles and other goods.

Dominican Republic plans to boost private investment

The Dominican Republic plans to stimulate private investment through establishment of a trust fund for medium and long term loans to private firms.

The loans will be made available by the Central Bank, an autonomous Government agency, through commercial banks.

Loans from the fund normally will be limited to 50% of the total cost of a project and will cover dollar and local currency costs of high priority private projects in agriculture, industry, mining and transportation. No single loan will exceed $500,000.

Agency for International Development funds totaling $5 million will be placed in trust with the Central Bank to be used for the loans. The trust fund will be patterned to some extent on a similar fund operating successfully in Colombia under the Alliance for Progress.

The trust fund is expected to promote the Dominican Government's stabilization program by stimulating productive investments which will improve the country's balance of payments.

Total import quotas announced by Iraq

Iraq's total import allocation for the year has been set at $350 million, according to recent press reports.

This figure reportedly is above the figure for actual imports into Iraq during 1964. Imports for national defense requirements are under a separate allocation and are not included in the $350 million figure.

Milk and drug products may now be imported without a license, but are subject to import allocations. Government trading companies and private importers are given import quotas, which cannot be exceeded or increased.

Import licenses have already been issued up to the full annual quotas for certain seasonal goods, such as woolen textiles and electric fans. Licenses are still being issued for certain other goods, especially those for which quotas were not announced at the beginning of the year. The deadline date for submission of import license applications has already passed for other commodities.

The Government has authorized importation of 100,000 tons of wheat, subject to a determination that the importation is necessary, following an examination of the current local supplies.

A list of 85 commodities prohibited from importation during the year includes wooden furniture, woolen blankets, beer, leaf tobacco, lubricating oil, aluminum wares (most kinds), cement, soap, bricks, cotton yarns (except by factories), alcohol (except by factories and laboratories), shovels, axes, nails, explosives (except industrial), wooden sashes and doors, edible animal fats, scrap iron, Willys jeeps, shirts, certain kinds of textiles, screen wire, kerosene stoves, and several other miscellaneous imports.

Indonesia levies special 5% import assessment

The Indonesian Government has levied a special 5% assessment of the cost of imports and certain invisibles as a means of raising funds for the Trans-Sumatran Highway Project.

The assessable cost is based on the transaction rate of 250 rupiah per U.S. dollar and applies to all goods and invisibles allocated foreign exchange by the Foreign Exchange Fund and all goods imported by other means, such as with SPP (Surat Pendorong Produksi), the automatic foreign exchange allocations granted producers and producer/exporters, or with privately held foreign exchange.

The only exceptions are certain essential imports such as rice and fertilizer and imports for government departments which are included within the national budget. While only recently announced, the levy became effective Dec. 31.

To all manufacturers

Kimadia, the Iraqi Drug Monopoly, has issued Circular No. 9 ordering Scientific Centers to close by May 1. The text of the circular is as follows:

This is to bring to your knowledge that our Authorities have recently passed a decision to the effect that all Scientific Centers in Iraq will cease to operate as from the 1st May 1965.

It has also been decided to lift the restriction ruling samples whereby the percentage allowed on samples was limited to 10% on already known products and 20% on newly introduced items. From now on, a free supply of samples can be sent to Kimadia, who will have a special department to carry out all the necessary distribution and propaganda.

Taking into consideration our initial aim of offering the public medicines at reduced prices, you are therefore requested to allocate to us a fixed amount equivalent to the maintenance of your Scientific Centres or to reduce your prices in consequence.

We sincerely hope that our decision will work out for the interest of all concerned.

Germany opens quota

Germany has announced an import quota of unannounced size for imports of seed of string beans (phaseolus species), broad beans (vicia faba var. megalos perma) and peas. Imports are allowed from a number of countries including the U.S. Applications for import licenses may be made through Dec. 30. Licenses will be valid for six months.

EEC proposes expansion of Social Fund activities

The Commission of the European Economic Community has proposed two plans to expand the occupational training activities of the European Social Fund.

Under present regulations, the Social Fund can only assist workers who are clearly unemployed or underemployed. Since the Community is approaching full employment with a shortage of skilled labor, a proposal has been set forth to provide funds for training unskilled workers even though they are fully employed. The Fund would refund 50% of the money spent by member states for this training.

Another proposal calls for retraining agricultural workers, either in industrial or agricultural skills. This proposal, which deals with social aspects of the Common Agricultural Policy, calls for provision of specialized services to help people unable to earn a reasonable living in agriculture to find employment elsewhere and to retrain farmers, workers on family farms, and farmhands including migrant workers.

The proposals must be reviewed by the Economic and Social Committee and the European Parliament. The Commission hopes for Council of Ministers' approval this summer.

Nicaragua adds more tariff items to San Jose Protocol

A further 45% of items in the Nicaraguan tariff are now subject to the equalization procedure outlined in the San Jose Protocol to the Central American Convention on the Equalization of Import Duties.

Duties on a large number of manufactured items, including tractors, agricultural equipment, motorcycles, fertilizers, pharmaceutical products, textiles and various kinds of machinery, are affected by the Protocol.

By completing the ratification procedure last month, Nicaragua joined Guatemala, Costa Rica, Honduras, and El Salvador in the progressive equalization over a period of five years of the tariff on over 100 items.

The duty equalization of more than 600 other items went into effect immediately. For duty rates on specific items, **write:** OIRE, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

MISSION TO PHILIPPINES

Investments set the pace

The official U.S. Trade Mission to the Philippines has returned with a number of joint venture and licensing proposals for U.S. manufacturers and prospective investors.

Diversity is the keynote of the proposals, which vary widely in both nature and scope. Most involve joint ventures with Philippine manufacturers in projects ranging from automotive brake linings to tomato-paste; some firms seek licenses from U.S. manufacturers to make items such as air-conditioner compressors and household cleansers.

U.S. firms interested in exploring any of these opportunities are requested to refer to the interview report (IR) number in any correspondence with the Philippine firm or with the Bureau of International Commerce. This number is given in parentheses after the address of each firm listed.

0912 Fishing

Fishing concern is interested in a joint venture with a U.S. firm to establish a completely integrated fishing operation. Fishing boats at an estimated cost of $50,000, and portable freezers or storage depots in fishing areas to enable quick processing and preservation at an estimated cost per unit of $30,000 are needed.

The Philippine firm would furnish labor and the finished product and would grant exclusive distribution rights to its partner. The U.S. firm is asked to provide the capital to purchase the necessary equipment.

Write: F.C. Thomas, General Mgr., Far East Commodities Corp., Suite 334, Republic Super Market Bldg., F. Torres, Manila, Philippines. (IR 53).

2024 Ice cream, processed milk

Joint venture sought by butter and cheese firm to permit expansion into processed milk and ice cream production with overall capacity of 30,000 to 40,000 gallons daily. Equipment including holding tanks, short-time pasteurizers, two-stage homogenizers, ice cream machines needed.

Write: Frank Roche and Sons, 18 Real St., Cubao, Quezon City, Philippines. (IR 89).

2032 Pork, beans
2033 Tomato paste

Two opportunities are offered by large Philippine importer, wholesaler, manufacturer of canned goods.

The firm would like to obtain license from a U.S. firm to manufacture a brand name of pork and beans on a royalty basis, and to use the U.S. company's label on its canned meats. It also is interested in manufacturing tomato paste for the local market on a joint venture basis with an experienced U.S. firm. It would furnish the land for growing tomatoes, part of the capital, and distribution facilities. The U.S. firm would be required to furnish technical know-how and part of the needed capital.

Write: Rene Knecht, President, Rose Packing Co., Inc., 406 Trade and Commerce Bldg., Juan Luna, Manila, Philippines. (IR 31, 29).

2032 Pork, beans
2033 Tomato sauce

Food canner seeks joint venture with experienced U.S. firm to expand production. It is interested in building an additional plant to produce pork and beans, tomato sauce, tomato products. The U.S. firm would be required to furnish part of the capital, lay out the plant, and furnish technical assistance until local supervisors could be properly trained.

Write: Salud T. Acosta, President, Acosta Food Products, Inc., 311 Newton St., Buendia Ave., Makati, Rizal, Philippines. (IR 56).

2032 Pork, beans
2035 Pickles, relish

Canner of pickles, relish, and specialty food items is interested in a joint venture with an experienced U.S. firm to expand its production to include pork and beans, tomato sauce, other food items. The U.S. firm would be asked to furnish part of the capital and use of its brand names, in addition to providing technical know-how and possibly the temporary services of its technicians. Further details on this proposal may be obtained directly from the firm which has had a feasibility study prepared by the Industrial Development Center of the Philippine Government.

Write: Sixto Tan, President, Republic Food Products, Paranaque, Rizal, Philippines. (IR 58). WTD.★

2211 Blankets, sheets
2253 Shirts

Manufacturer of cotton blankets, bed sheets, mattress tickings, and tee shirts seeks joint venture with a U.S. supplier of cotton and other raw materials for the textile industry. Finished products are to be exported and sold locally. The firm is interested in having the partner act as distributor for products of the joint venture in the U.S. The Philippine firm also seeks a distributor for its products in the U.S., preferably a firm able to supply its raw material requirements.

The Philippine company has been in business approximately 10 years and has about 75 employees. It reportedly produces fine quality goods, employing well trained local technicians and experts hired from Hong Kong.

Write: Abraham Aboga, Superintendent, Town Trading, Inc., F. Manalo St., San Juan, Rizal, Philippines. (IR 11).

2231 Finishing textiles

Large textile concern in Manila requests a joint venture or licensing arrangement with an experienced U.S. company to produce finished textiles. The Philippine firm reportedly is well equipped with modern machinery. It employs approximately 2,400 workers.

Write: Antonio Gutierrez, Administrative Assistant, Riverside Mills Corp., Wilson Bldg., Juan Luna, Manila, Philippines. (IR 184). WTD.

2330 Women's, misses', juniors' outerwear

Manufacturers' representative seeks, for its clients, a license for production of a line of U.S.-designed clothing for women, children.

Write: Vicente Reyes Co., 310 Singson Bldg., Manila, Philippines. (IR 121).

2511 Furniture

Office and household wooden furniture manufacturer seeks joint venture or licensing agreement with an experienced U.S. firm for expansion. The firm has been in business since 1945 and has 200 employees.

Write: Helmut F. Weigert, President, OESCO, Inc., Great Pacific Life Bldg., Buendia Ave., Makati, Rizal, Philippines. (IR 194). WTD.

2834 Pharmaceuticals

Pharmaceutical firm with 200 employees seeks license to repackage or formulate specific items such as dextrose solutions, sulfa drugs (injections), antibiotics, isotonic solutions.

Write: Associated Pharmaceutical, 9 Atis Rd., Northern Hill, Malabon, Rizal, Philippines. (IR 91).

Manufacturer in Manila seeks joint venture with a U.S. pharmaceutical research house to develop additional household pharmaceuticals. The firm has been in business since 1946 and has 200 employees. Details of the proposed project may be obtained directly from the firm.

Write: Isosceles Pascual, Pascual Laboratories, Inc., 225 Guidote St., Balut Island, Manila, Philippines. (IR 182). WTD.

Pharmaceutical manufacturer wants to produce line of specialties including hormones, anti-biotics and enzymes under license of U.S. firm. Also interested in license for foundation stock chickens as breeders for egg farms. The firm was established in 1951 and has 35 employees. Details on these proposed projects including method of com-

POWER-PACKED WATER cascades from Maria Cristina Falls on the island of Mindanao, site of a 50,000 kilowatt hydroelectric power plant expansion.

pensation may be obtained directly from the firm.

Write: Versatile (Philippines), Inc., Banawa, Cebu City, Philippines. (IR 217). WTD.

Retail drug firm is interested in a joint venture with a U.S. pharmaceutical manufacturer to act as re-packagers of prescription drugs in the Philippines. It would like to arrange to manufacture such drugs under license at a later date. The firm has been in business since 1946 and has 100 employees.

Write: Atty. Thomas Eusebio, Vice-President, Farmacia Eusebio, 7 Airport Ave., Baclaran, Philippines. (IR 185). WTD.

2841 Household cleansers
2842 Waxes

A manufacturer of varied products including cornstarch, syrups, and animal feeds seeks a license from a U.S. firm to produce and distribute household cleansers, waxes. The firm has approximately 150 salesmen and 50 truck routes covering the entire country. Interested U.S. firms experienced in this line, should write directly to the firm for complete details of the proposal.

Write: James L. Go, Universal Corn Products, Inc., Bagon Ilog, Pasig, Rizal, Philippines. (IR 32).

3231 Silvering glass

Importer of plate and sheet glass and manufacturer of mirrors, table glass, and glass show cases is interested in a joint venture to silver glass. The firm has been in business since 1953 and employs about 50 persons.

Write: Philip King, Assistant to the President, Pacific Glass Corp., P. & M. Bldg., 2129 Pasong Tamo, Makati, Rizal, Philippines. (IR 17).

3241 Cement

Joint venture sought by promoter to establish cement mill of 50,000 bags per day capacity and develop a 1400 acre area for raw materials. The cost to begin both operations has been estimated at $2.5 million. U.S. collaborator would be expected to provide machinery and equipment for manufacture of white and ordinary portland cement, capital for operation of cement plant and technical assistance.

According to the promoter, two-thirds of his mining claim contains high grade material with 96% calcium carbonate ($CaCO_3$) and the other third, ordinary portland cement material.

The deposit is located about 90 miles southwest of Cebu City. Arrangement, including profit sharing, to be negotiated.

Write: S. Cadungog Calcium Carbonate & Lime Co., Corner Sanciangko-Climaco Sts., Cebu City, Philippines. (IR 215). WTD.

3292 Brake linings, clutch facings
3714 Shock absorbers

An established manufacturer, importer, wholesaler, and retailer of electrical supplies seeks a joint venture partner to manufacture brake linings, shock absorbers, and clutch facings. The firm has been in business since 1946 and has 40 employees.

Write: Luis G. Tan, P.I. Electrical Supply Co., Inc., 682-684 Rizal Ave., Manila. Philippines. (IR 40).

3400 Fabricated metal products

License sought to produce general kitchen equipment such as sinks, work tables, air conditioning vents, and large size garbage receptacles. Present manufacturing program includes bases for fluorescent lighting fixtures and electric stoves, fixed louvers, ventilators, and construction materials.

Write: Chin Seng Sheet Metal Works (Siy Pi & Co.), 1306-1308 Soler St., Sta. Cruz, Manila, Philippines. (IR 156).

3440 Fabricated structural metal products

Firm engaged in aluminum and steel fabrication seeks joint venture or license agreement with U.S. firms to produce additional fabricated products of metals. It is a subsidiary of one of the largest distributors of construction materials in the Philippines and is now fabricating aluminum awnings, louvres, windows and doors, jalousies, utensils, tubing, and other architectural and construction products.

Write: Aluminum Product, Inc., Chicago Cor. 16th St., Port Area, Manila, Philippines. (IR 170). WTD.

3522 Farm machinery
3535 Conveyors

Manufacturer of feed mills seeks license to produce U.S. conveyors, other material handling equipment.

Write: Oberly and Co., Inc., 17-19 Labo St., Quezon City, Philippines. (IR 113).

3551 Food products machinery

Operator of integrated poultry processing facility seeks joint venture with U.S. manufacturer who can design and provide capital for a modern poultry plant. The firm is also interested in technical know-how for dressing line, chilling, freezing, cold storage, etc.

The firm raises, dresses, and distributes fresh poultry, but cannot meet demand because of limited working capital as it does not have a modern processing plant with facilities for freezing. It wants to double present production using existing contract growers and own facilities for raising birds.

Write: Crescent Farms, Highway 54 Cor. Harvard, Makati, Rizal, Philippines. (IR 138). WTD.

3561 Air compressors

Importer of welding equipment and supplies is interested in a licensing arrangement with a U.S. firm to assemble air compressors. The firm was established in 1963 and is reported to be doing a substantial electrode business. It has 19 employees and is headed by a graduate mechanical engineer.

Write: Alex M. Rodriguez, President, Trans-Pacific Mill Supplies, Inc., Laureano Bldg., Pasong Tamo Extension, Makati, Rizal, Philippines. (IR 37).

3585 Room air conditioners

Large firm presently producing high-speed air-conditioning compressors of ¾, 1, and 1½ hp. capacity under franchise of a well-known U.S. firm seeks licensing agreement with U.S. manufacturer to produce room air conditioning units. The firm is presently tooling-up to produce the complete units. Details on the type of agreement sought may be obtained directly from the firm.

Write: D. Tuason, Vice-President, Squires Bingham Co., Inc., 328 San Vicente, Manila, Philippines. (IR 8).

3731 Ship building

One of the country's larges: integrated deep-sea fishing firms is interested in building steel boats on a joint venture basis with an experienced U.S. firm and, wishes to export frozen fish, including tuna, sword fish.

The Philippine company has been in operation since 1930, and has a fleet of 16 fishing vessels. It has all of the facilities necessary for its operation including a cold storage unit with a capacity of 2,608 cubic meters, its own radio station to maintain contact with its fishing fleet, a floating cannery valued at more than $1 million, one 100 ton and two 75 ton fishing boats valued at over $400,000, and a retail fish market in Rizal. Complete details on the venture may be obtained direct from the firm.

Write: Bartolome A. San Diego, Jr., Vice President, San Diego Fishery Enterprises, Inc., 462 Echague St., Quiapo, Manila, Philippines. (IR 78-79). WTD.

European firms offer licensing rights to U.S. companies

Licenses are offered for U.S. production of a thread riveting process, tooling attachments for center lathes, household furniture, hollow felt articles, and apparatus for regulating the composition of a mixture of air and fuel gas.

For additional information and the names and address of the interested licensors, **write:** Office of International Investment, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230, referring to the appropriate file number.

Licensing rights are offered to U.S. firms for a thread riveting process. The process, patented in the U.S., involves a procedure through which metal plates can be joined by screws without any threading of the screw holes.

This may be said to resemble screw riveting by which conical holes are first punched into the screw-receiving plate and forced by radial pressure to grip into the screw threads.

The procedure is claimed to be extremely timesaving, eliminating the need to thread the screw-receiving holes. The firm believes a screw manufacturer might be a suitable licensee since it could offer the method to his customers and at the same time supply the necessary screws. File 1045R.

A French machine tool manufacturer wishes to establish contact with a U.S. firm interested in a licensing agreement to produce in the U.S. newly-developed precision preset tooling attachments for center lathes. One of these attachments has been granted a U.S. patent and the others have patents pending. File 1291R.

License offered from Belgium for production of household furniture made principally of teakwood. File 1144R.

A license covering a newly-developed process for the manufacture of hollow felt articles principally for footwear and some technical purposes is offered U.S. manufacturers from Germany. The process is patented in the U.S., Germany and several other European countries.

The German enterprise asserts that the new process, which does not deteriorate the quality and physical characteristics of the felt, will be of particular interest to military authorities. In addition, however, it has extensive application to production for civilian purposes.

One very practical advantage of the process, claimed by the company, is that it permits the manufacture of linings for rubber and leather footwear that is accurately sized and shaped thus creating greater customer satisfaction and comfort. File 1284R.

A Belgian manufacturer seeks U.S. licensees to produce its apparatus for regulating the composition of a mixture of air and fuel gas. It feeds a set of one or several burners with a gas-air mixture of which the ratio or composition remains constant regardless of the operating conditions.

The firm also offers a license for the production of its tunnel furnaces for heat treating. The principal application of this furnace is glass annealing for hollow wares. File 1221R.

Investment assistance

It is suggested that firms responding to investment opportunities listed on this page may wish to notify the Bureau of International Commerce of their action, so that further assistance may be extended where appropriate. A post card, or simply a carbon of the letter addressed to the foreign firm will be sufficient to insure receipt of additional information as available.

A (★) following the name of the foreign firm denotes that additional information concerning the proposal is available at no charge by contacting BIC-8630, Room 1520, Department of Commerce, Washington, D.C., 20230. (Telephone: 202-WO 7-4065 or WO 7-5367).

WTD indicates that a World Trade Directory Report containing financial and business background information is available on the foreign firm proposing the investment opportunity. Copies are $1 each from the Bureau of International Commerce, (BIC-8120) Room 6059B, Department of Commerce, Washington, D.C. 20230.

BINDINGS

Manufacturers' representative for general technical, chemical, household articles seeks arrangement with U.S. firm for manufacture of newly-patented dead end bindings for electric cables.

Write: Afrocommerce S.A., Ehrendingerstrasse 42, P.O. box 2, 5400 Ennetbaden, Switzerland. WTD.

Experts on Mexico will brief delegates to C of C convention

American Chamber in Mexico will send 5-man team to meeting

The American Chamber of Commerce in Mexico has arranged to send a group of investment and trade specialists to the annual meeting of the Chamber of Commerce of the United States in Washington, April 25-28. The group will supply information on investment and trade possibilities in Mexico to the expected 4,000 businessmen delegates.

The American Chamber of Commerce in Mexico, whose foreign trade and investment committee is sponsoring the visit, is a voluntary association of American enterprises and individuals doing business in Mexico, as well as Mexican firms and businessmen who operate in the United States.

Firms or individuals wishing to consult the group during its April 25-28 visit to Washington should write under company letterhead to Willard H. Beeson, Washington-Hilton Hotel, 1919 Connecticut Ave., NW., Washington, D.C. The envelope should be stamped "Hold for Arrival." Letters should describe the industry in which interested, whether the interest is in investment or trade, the date and time most convenient for an appointment and the telephone number or address at which the writer can be reached.

Thai firm proposes hotel, department store ventures

A Bangkok firm operating three department stores and a shirt factory proposes to construct a modern department store and a hotel.

Joint ventures are sought with experienced U.S. hotel and department store operators on a 50-50 basis. According to the firm, the proposed hotel site is approximately 64,000 sq. ft. Site of the planned department store occupies 28,000 square feet.

The manager of the firm plans to visit the U.S. from April 29 to May 22 and is interested in discussing details of the proposed ventures with U.S. firms.

Write: H. S. Cheng, General Mgr., Central Trading Co., Ltd., c/o 10 Park Ave., New York, N.Y. WTD.

SPECIAL TOOLS, MACHINES

Manufacturer of equipment, tools for industry is interested in becoming licensee of U.S. firm for special tools, machines for use in automobile and electrical industries.

Write: Gebr. Breivogel, 79-81 Rheinallee, 65 Mainz, Germany. WTD.

AIR REFRIGERATION EQUIPMENT

Manufacturer of automobile radiators, bodies, accessories and motor coaches seeks U.S. licensing rights on industrial air refrigeration equipment for petroleum, chemical, other industries.

Write: Societe Anonyme des Usines Chausson, 35 rue Malakoff, Asnieres (Seine), France. WTD.

CROSS-LICENSING

Manufacturer of condensers wants cross-licensing arrangement with U.S. firm. It seeks U.S. licensing rights on tantalum condensers and micro-circuits; offers licenses on dielectric condensers and metallized composites.

Write: J. M. Frankel, 20 rue Rochechouart, Paris 9, France. WTD.

TABLE CLOTHS, WALL HANGINGS, CUSHION COVERS

Manufacturer of high quality curtains made of polyester yarn seeks license to make table cloths, wall hangings, cushion covers.

Write: Elvo-Werk E. Vollenbroeker, 64-66 Am Wasserturm, 442 Coesfeld, Germany. WTD.

WARM AIR FURNACES

Manufacturer of industrial ventilation and oil-fired air heating interested in being licensed for manufacture of gas fired warm air furnaces, unit heaters.

Write: Colt Ventilation & Heating, Ltd., 15/17 Langley Rd., Surbiton, Surrey, England. WTD.

STAINLESS STEEL CASTINGS

License sought to make stainless steel castings (molded) for topsides of pleasure boats, bollards, cleats, port-holes, sheaveholes.

Write: Fonderies et Acieres de Provence, 38-56 Ave. Benjamin Delessert, La Timone, Marseille 10 eme, France. WTD.

LICENSE REQUESTED

Small fabricator of precision testing, measuring equipment seeks license to complementary products.

Write: Etablissements Gielly S.A., 12 rue Pierre Blanc, Lyon (1er), France. WTD.

Sudanese promoter seeks U.S. help in mining venture

A Sudanese businessman who owns a claim on wollastonite deposits at Dirbat Well, seeks a joint venture with an experienced U.S. mining concern to develop these deposits.

According to the businessman, the claim should have wollastonite resources of at least 50,000 metric tons to make commercial exploitation feasible. He does not have the funds available for a survey to establish the extent of these resources.

The Sudanese promoter states he can renew his claim indefinitely by paying an annual fee. Because of climate and road conditions, field work at Dirbat Well can be carried out only between January and June.

Bulletin No. 5, March 1959, published by the Geological Survey Department of the Sudanese Ministry of Mineral Resources describes "The Wollastonite Deposit of Dirbat Well". A single copy is available on a loan basis at the Department of Commerce address in this section denoted by a star.

Write: Harry Demopoulos, P.O. box 702, Khartoum, Sudan.

LICENSES SOUGHT

Manufacturer of transportable oil, gas and coal cast iron stoves for apartments; oil ovens for large rooms and workshops; taper roller bearing axles for truck trailers and team vehicles; and brake drums seeks licenses for manufacture of apartment size gas and oil stoves, warm air heaters, heating boilers, axles and brakes for truck trailers.

Write: Warsteiner Eisenwerke AG, 4788 Warstein/Sauerland, Germany. WTD.

WIRE PRODUCTS

Producer of rolled wire, steel reinforcing bars, drawn wires of iron, copper and aluminum, barbed wire, steel wire ropes, nails, metal-cutting tools seeks license to make new wire products.

Write: KESTAG-Kaerntnerische Eisen- und Stahlwerks AG, Werkstrasse 6, Ferlach, Carinthia, Austria. WTD.

JOINT VENTURE

French manufacturer of data processing machines, special TV (military, space, nuclear, medical), remote control, telemeasuring equipment seeks joint venture with U.S. firm for development of activities in Europe, and manufacture of equipment similar to firm's present production.

Write: Charles Gaillard, 3 rue des Feuillantines, Paris 15, France.

Japan's public highway agency asks bids on 2 more expressway sections

Japan's Highway Public Corporation seeks international bidding for construction work on two additional sections to the Tokyo-Nagoya Expressway.

Project "G," from Aza Mukoubata, Inakumacho, Okazaki City, to Aza Miyayama, Maruyama-cho, Okazaki City, both in Aichi Prefecture, is the expressway between Toyokawa and Komaki. Construction includes earthwork cutting, embankments, 10 bridges, 43 underpass structures and pertinent works but does not include the pavement. Deadline is 10 a.m. June 21 for bids from invited contractors registered with the Government authority.

Contractors must remain registered until the bidding day in accordance with Construction Contractors Law No. 100 of 1949. The registration fee is approximately U.S. $13.90.

Project "H," from Aza Kitabatake, Oaza Shimoshidami, Moriyama-Ku, Nagoya City, to Aza Tei, Oaza Moritakashinden, Moriyama-Ku, Nagoya City, both in Aichi Prefecture, is the expressway section between Toyokawa and Komaki. Construction work on this project includes earthwork, embankments, 7 bridges, 3 viaducts, 29 underpass structures and other work but not the pavement. June 21 also is the deadline on this project.

Copies of the bidding announcements on both Projects "G" and "H" are available to prospective bidders located in the United States, on a loan basis, from the Building Materials and Construction Industries Division, Room 4014, BDSA-6460, U.S. Department of Commerce, Washington, D.C. 20230 (202-967-3601).

Write: Contract Section, Procurement and Right of Way Department, Japan Highway Public Corp., No. 1, 1-Chome, Shiba Tamura-cho, Minato-Ku, Tokyo.

Libya extends bid deadline on two turbine generators

The Secretary of the Central Board, Tripolitania Electricity Corporation, Tripoli has extended the deadline to May 3 for bids on tender No. 14 for two 20 mw. turbine generators and auxiliary equipment (Commerce Business Daily Feb. 5, 1965).

Iraq asks bids on construction of 3,000-inmate Central Prison

Iraq's Director General of Buildings has invited bids to construct a Central Prison Building at Abu Ghraib near Baghdad. The building will house 3,000 inmates and construction plans include supplying water, electricity, transportation and the sewage system. This contract also includes the construction of a mosque, hospital and other facilities.

June 15 is deadline for submitting bids. (INTERNATIONAL COMMERCE, March 15, p. 58).

The Tendering Authority invites tenderers, contractors and civil engineers who are registered or who intend to register in Iraq, to participate.

Documents for this project are available for $336 plus air mail charges from the Director, Ministry of Works and Housing, Karkh-Salhiya, Baghdad. Documents also are available from the consulting engineers, Whiting International, c/o Palazzo Italia, Piazza Marconi, Rome, Italy, or from Iraqi Embassies in Beirut, Lebanon, and Cairo, United Arab Republic.

A preliminary cash deposit of $210,000 or an Iraqi bank guarantee, valid for 6 months effective June 15, must accompany bids.

Burmese official invites bids on various farm machinery

The Principal Veterinarian Officer, Taunggyi, Southern Shan States, has issued a tender for various farm machinery, including plows, balers, harvesters, pumps, engines, hammer mills, a complete milk pasteurization plant, a milking machine to milk 10 cows, a half-ton delivery truck, a two-ton farm truck and a five-ton farm truck. No bid deadline has been issued but the issuer would like responses as soon as possible.

Additional information is available on a short-term loan basis to firms domiciled in the U.S. from the GIEC Division, BDSA-6320, Dept. of Commerce, Washington, D.C. 20230 (202-WO 7-5589).

Honduras invites bids on bridge, highway projects

The Honduran Directorate of Highways has invited three contract bids, with two deadlines, to construct highways and bridges.

Contracts 65-P3 and 65-P4 have a deadline of 10 a.m., April 27. Contract 65-P3 is for work between Florida and Concepcion, Route CA-11, Department of Copan and includes 274,680 cubic yards of class I excavation, 22,236 cubic yards of sub-base, 523 cubic yards of stone masonry and 327 cubic yards of concrete. Contract 65-P4 is for work on highway and bridges between Concepcion and Ruinas de Copan, Route CA-11, Department of Copan. The contract will include 32,700 cubic yards of Class I excavation, 2,878 cubic yards of Class II excavation, 6,017 cubic yards of sub-base, 719 cubic yards of stone masonry and 589 cubic yards of structural concrete.

The bid deadline is 10 a.m. April 29 for Contract No. 65-P6, Section 1-Project A-1, Feeder Roads in Sula Valley between Los Arenales and Choloma, and is for unclassified excavation and borrow of 143,880 cubic yards and 15,696 cubic yards of sub-base.

The sealed bids with bidders guaranty of 5% of total, must be received on the deadline dates, Honduras time, by the Ministry of Communications and Public Works in Tegucigalpa, or interested bidders may send representatives to Honduras to prepare and present their bids.

Plans, specifications and documents of each contract may be obtained for U.S. $50 from the Director General of Highways, Tegucigalpa. Copies of each bid announcement are available to firms located in the U.S. on a loan basis from the Building Materials and Construction Industries Division, Room 4014, BDSA-6460, U.S. Department of Commerce, Washington, D.C. 20230 (202-967-3601).

Iran buying 350 deepwell pumps, offers concessions for firm building plant to produce them

Iran's Ministry of Water and Power (Irrigation Bongah), Shah-Reza and Farvardin Avenue, Tehran, has issued a tender for 350 deepwell pumps and motors, ranging in capacity from 25 cubic meters per hour to 450 cubic meters per hour. Bid deadline is May 22.

The Ministry is anxious to have a plant built for the manufacture of these pumps, and offers concessions for future procurement to any company making the investment.

Copies of the specifications are available from the Ministry at the above address for about $13.33, or on a short-term loan basis to firms in the U.S. from the GIEC Division, BDSA-6320, Dept. of Commerce, Washington, D.C. 20230. (202-WO 7-5589).

Burma requests tenders on tape recorders' supply

The Electrical Stores Corp., 77/91 Sule Pagoda Rd., Rangoon, Burma, has issued tender No. 209/EL(P) 1964-65 calling for 50 stereophonic tape recorders, professional quality, complete with accessories, operating on 220/240 V 50 cycle power supply.

Also required are 100 Head Alignment Tapes, NAB Equalization.

The bid deadline is April 26.

Loan copies of the tender request are available to firms located in the U.S. from the Electronics Division, BDSA-6420, Rm. 4117, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-967-4036).

Iraq to spend $36.4 million for gas transmission pipeline and LPG processing plant

Iraq's Gas Distribution Administration will purchase: (a) Two approximately parallel 186-mile pipelines of 16-inch and 8⅝-inch O.D., for transmission of natural gas and broad-cut, respectively. A natural gas distribution network approximately 25 miles long and using pipe of various diameters, will serve industrial customers in the Baghdad area. A 19-mile, 4½-inch O.D. natural gasoline pipeline will connect Taji with the Daura Refinery. (b) A 12,000-bbl/day L.P.G. Processing Plant with loading plant for cylinders, tankers and tank-cars, at Taji, Baghdad. Bid deadline is September 20.

Tender documents may be inspected after May 20 at Iraq's Embassies in London, Rome, Bonn, Moscow, Belgrade, Washington and Tokyo. Two complete sets of tender documents may be obtained from the Chief Accountant's Office of the Gas Distribution Administration, Ministry of Oil, Baghdad upon payment of $560 (not refundable). Estimated cost of the project is $36.4 million.

A copy of the Call For Tender is available on loan to firms located in the U.S. from the Power and Electrical Equipment Division, Room 4124, BDSA-6430, Department of Commerce, Washington, D.C. 20230. (202-WO 7-4242).

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classifications. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any resultant trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the Trade Opportunities Staff, BDSA-6192, Department of Commerce, Washington, D.C. 20230. The T.M. (trade mission) number is requested in correspondence. Requests for loan material should specify country and T.M. number.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Bureau of International Commerce, BIC-8120, Department of Commerce, Rm. 6059 B. Telephone: 202-WO 7-4203. The date following the letters WTD refers to the date of issuance of the report.

Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless otherwise indicated. Approximate foreign tariff rates and customs applicable to the products listed below may be obtained from the Department of Commerce or the Department of Commerce field offices.

011 Field Crop Farms

KOREA—Barley. Direct purchase and agency. Tong Jin Trading Co. Ltd (offer agent), I.P.O. Box 1254, Seoul. WTD 7/3/63.

200 Food Products

★★ PHILIPPINES—Trade Mission

Wheat, corn, soybean grains; fishmeal, bonemeal, bloodmeal. General Milling Corp. (manufacturer, wholesaler), Colon St., Cebu City. WTD 1/9/65. TM 46.

Indent agent, importer now marketing canned milk, sardines, desires to expand food lines on exclusive basis to include brandname canned fruits, vegetables, meats, other consumer food items. Cebu United Enterprises, Inc., P.O. Box 1823, Manila. WTD 7/13/63. TM 50.

201 Meat Products

FRANCE—Meat, edible offals; direct purchase and agency. G.E.V.A. (Groupement Europeen de Viandes et Abats) (importer, wholesaler), 32 rue La Fontaine, Paris 16. WTD 1/11/65.

Canned chicken—dishes and preparations (hash chicken); direct purchase and agency; request replies in French. Ets. Robert Le Glouannec (manufacturer), Pont-Aven (Finistere) WTD 10/24/63.

202 Dairy Products

PAKISTAN—Dry milk powder value $75,000. Afro-Asian Trading Corp., 12 Usmania St., I.D. Hospital Rd., Lahore, West. WTD 3/17/65.

203 Canning, Preserving Food

FRANCE—Canned food products (fruit, vegetables, meat, fish); frozen food products (fish, meat, fruit, fruit juices); also dried fruits; direct purchase and agency. S.A.P.A.M. (Ste. d'Agences en Produits Alimentaires de Marques), (importer), 74 rue de Rome, Paris 8. WTD 1/15/65.

204 Grain Mill Prdoucts

TRINIDAD—Yellow split peas. Requests replies from processors. Direct purchase and agency. E. P. Gibbs, Ltd. (importer, commission merchant), 17 Charlotte St., Port of Spain. WTD 3/23/63.

208 Beverage Industry

FINLAND—Well-known brands bourbon, straight and/or blended whiskeys, also gin; interested only in U.S. manufacturers not currently represented in Scandinavia; request full details, descriptive literature, price lists. Golden Leaf Oy (importer, distributor), Kaisaniemenkatu 2, Helsinki. WTD 3/15/65. On Amer-Tupakka Oy.

PAKISTAN—Beverages like or similar to Ovaltine, baby foods. Value $20,000. Javaid Corp. (importing distributor), 49/D Shahalam Market, Lahore, West. WTD 3/15/65.

209 Food Preparations

FRANCE—Food specialties for snacks; direct purchase and agency. Chips Caennaises (manufacturer, dealer), rue des Hauts-Paves, Breteville-sur-Odon (Caen, Calvados). WTD 1/19/65.

★★ PHILIPPINES—Trade Mission

Wishes to contact suppliers of fish meal. United Traders and Manufacturers, Inc. (importer, wholesaler), Rm. 224, Bank of P.I. Bldg., Plaza Cervantes, Manila. WTD 10/5/64. TM 40.

213 Tobacco

★★ PHILIPPINES—Trade Mission

Wishes to contact suppliers of Virginia tobacco leaves. United Traders and Manufacturers, Inc. (importer, wholesaler), Rm. 224, Bank of P.I. Bldg., Plaza Cervantes, Manila. WTD 10/5/64. TM 38.

220 Textile Mill Products

★★ PHILIPPINES—Trade Mission

Textile products, including cotton, silk, knitted fabrics for use in manufacturing cotton blankets, bed sheets, mattress tickings, men's, boys' T-shirts, other garments. Quotations fob Manila. Town Trading, Inc. (manufacturer, weaver), F. Manalo St., San Juan, Rizal. WTD 12/5/64. TM 2.

221 Broadwoven Fabric Mills, Cotton

GERMANY—Fabrics for children's wearing apparel. Wiener Werkstaette fuer Kinderbekleidung, Trude Schaefer (manufacturer), 7525 Bad Mingolsheim/Baden, Heidelberger Strasse 39. WTD 3/19/65.

MOROCCO—Blue denim, cotton, second quality, for manufacturing work clothes. Requests replies in French, quotations Casablanca. Tissages et Confection Marocains "Ticoma" (manufacturer), Boulevard Okba ben Nafia Km. 5.650, Casablanca. WTD 3/30/65.

222 Broadwoven Fabric Mills, Manmade Fiber, Silk

GERMANY—Fabrics and linings for children's wearing apparel. Wiener Werkstaette fuer Kinderbekleidung, Trude Schaefer (manufacturer), 7525 Bad Mingolsheim/Baden, Heidelberger Strasse 39. WTD 3/19/65.

NORWAY—Nylon and similar fabrics for umbrellas. S. J. Bennetter A/S (manufacturer), 24 Rosenkrantzgaten, Oslo. WTD 3/18/65.

PAKISTAN—Velvet and pile fabrics. Value $10,000. Javaid Corp. (importing distributor), 49/D Shahalam Market, Lahore, West. WTD 3/15/65.

225 Knitting Mills

● **IRAQ**—Shirts, cotton undershirts, pulling stress on a piece of shirt measuring 9" x 4" should be 160-170 lb., opening of neck should be "V" shaped, weight 5.250 oz.—5.600 oz., twisted thread 13½, 100,000 size 40, 100,000 size 42, each shirt to be stamped with Iraqi Army mark. Tender No. ORD/19/65, bid deadline May 19. Directorate of Contracts and Purchases, Ministry of Defense, Baghdad.★ (Telephone: 202-WO 7-5238).

228 Yarn, Thread Mills Products

MOROCCO—Yarns, cotton, synthetic mixed (nylon, dacron, orlon), cotton and staple fiber mixed (maximum of staple fiber to be 12%), for manufacturing poplin and other fabrics for use in the garment industry. Requests replies in French, quotations Casablanca. Tissages et Confection Marocains "Ticoma" (manufacturer), Boulevard Okba ben Nafia Km. 5.650, Casablanca. WTD 3/30/65.

231 Men's, Youths', Boys', Suits, Coats, Overcoats

FRANCE—Men's sportswear: coats and jackets; request replies in French. Societe des Productions Farnel Freres (manufacturer), 57 rue Charlot, Paris 3e. WTD 10/21/63.

232 Men's, Boys', Youths', Clothing

● **IRAQ**—Overalls, 75,000 pairs, drill, fabric should weight 10.24 ozs. per sq. yd., warp thread 32.3, weft thread 8, 108 warp threads per inch, 54 weft threads per sq. in., twisting for warp 16.3 per in., twisting for weft 8.5% per in., thread quality 100% cotton, webbing 1.3 khaki olive fixed capable for absorbing and washing in alkalines. Sample of overall must accompany tender. Tender No. ORD/23/1965, bid deadline May 23. Directorate of Contracts and Purchases, Ministry of Defense, Baghdad.★ (Telephone: 202-WO 7-5238).

233 Women's, Misses', Juniors' Outerwear

TRINIDAD—Dresses for women, misses, juniors. Direct purchase and agency. Harper's (importer, wholesaler, retailer), 100 Duke St., Port of Spain. WTD 6/18/63.

242 Lumber

● **CEYLON**—60,000 sq. ft. ½" x 6" pine ceiling; 27,000 board ft. 1" x 6" pine flooring. Bid deadline 10 a.m., May 5. Ceylon Transport Board, Kirula Rd., Narahenpita, Colombo.★ (Telephone: 202-WO 7-3365).

252 Office Furniture

FRANCE—Office furniture, wood and metal, including cabinets and cases, chairs, desks, tables, office files and filing boxes, machine stands and all other categories of modern office equipment. Agency and direct purchase. Requests replies (with price lists and catalogues) in French. "Ruca" (wholesaler), 11 Rue des Chalets, Toulouse, Haute-Garonne. WTD 3/19/65.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

254 Partitions, Shelving, Lockers, Office Fixtures

GERMANY—Data equipment accessories of all kinds, storage shelves for magnetic tape, other related furniture, special transport trucks for tape boxes, sorting shelves, sound-absorbing hoods. Edmund Bressous (importer, wholesaler), Auf dem Koenigslande 31, Hamburg-Wandsbek. WTD 3/25/65.

NIGERIA—Partitions, lightweight, for use in interior of new office building. Maximum thickness acceptable is 5 in. Acoustical absorption specifications must be 49 decibels. Quantity required is approx. 2,000 sq. yd. International Supplies, Ltd. (importer, wholesaler), 16 Williams St., P.O. Box 996, Lagos. WTD 10/21/63.

262 Paper Mill Products

PHILIPPINES—Book paper, supercalendered, white, in 50, 55 and 60 lbs. bs. 25 x 38/500 rolls 24" and/or 29" wide, 40" max. OD., 3" ID. Direct purchase and agency. J. Silverio, Import Department, Manufacturers' Representatives, Inc. (importer, wholesaler, retailer, indentor), 904 Gral. Solano, San Miguel, Manila. WTD 3/9/64.

264 Converted Paper, Paperboard Products

★★ **PHILIPPINES—Trade Mission**

Wishes to contact suppliers of clear, unprinted parchment paper for margarine overwraps. United Traders and Manufacturers, Inc. (importer, wholesaler), Rm. 224, Bank of P.I. Bldg., Plaza Cervantes, Manila. WTD 10/5/64. TM 36.

SWEDEN—Hospital, other specialty papers; coated packaging papers; particularly interested in new products. Direct purchase and agency. Handelsfirma C. A. Bengtsson (agent), Box 188, Hovas. WTD 3/24/65.

281 Industrial Chemicals

● **BURMA**—Acid dyes, 1,500 to 11,000 lb. in 1-lb. tins. Azoic dyestuffs, 24 in all, quantities range from 308 to 46,000 lb. in 1- and 2-lb. tins, and 28- to 56-lb. drums. Basic dyestuffs, 1,000 to 6,000 lb. in 1-lb. tins. Direct dyestuffs, 20 in all, quantities range from 1,100 lb. to 31,000 lb. in 1-lb. tins. Disperse dyestuffs, five in all, quantities range from 100 to 300 lb. in 1-lb. tins. Reactive dyestuffs (cold brands), six in all, quantities range from 500 to 2,000 lb. in 1-lb. tins. Vat dyestuffs, 19 in all, quantities range from 1,500 to 25,000 lb. in 1-lb. tins. Tender No. IT 110/18/64-65, bid deadline April 30. Secretary, People's Stores Corp., c/o Foreign Office, Prome Rd., Rangoon.★ (Telephone: 202-WO 7-2067).

FINLAND—Chemicals, related supplies for use in pulp, paper processing. Requests full details, prices, terms. Lohja-Kotka Oy (manufacturer, exporter), Lohja. WTD 3/26/65.

Organic or inorganic chemicals for industrial purposes; requests descriptive literature, prices, terms. Direct purchase and agency. Miva Oy (wholesaler, agent), Hoylaamotie 16, Helsinki. WTD 3/18/65.

FRANCE—Fine chemicals for laboratories. Guichard, Chatenay & Compagnie (wholesaler), 26 rue Vavin, Paris 6. WTD 11/25/64.

PAKISTAN—Chemicals for use in textile industry for finishing, printing. Value $20,000. Javaid Corp. (importing distributor), 49/D Shahalam Market, Lahore, West. WTD 3/15/65.

Sulphuric acid, valued at $10,000, Javaid Corp. (importing distributor), 49/D Shahalam Market, Lahore, West. WTD 3/15/65.

Soda ash, valued at $20,000. Javaid Corp. (importing distributor), 49/D Shahalam Market, Lahore, West. WTD 3/15/65.

★★ **PHILIPPINES—Trade Mission**

Specialty chemicals, including formaldehyde, phosphoric acid, sulfur, magnesium carbonate, sodium tripolyphosphate, refined salt, citric acid, acetic acid, margarine flavors, coloring ingredients. Nickel catalysts. United Traders and Manufacturers, Inc. (importer, wholesaler), Rm. 224, Bank of P.I. Bldg., Plaza Cervantes, Manila. WTD 10/5/64. TM 37.

Indenter of industrial chemicals interested in purchasing on steady basis soda ash, sodium nitrate, sodium sulphate, titanum dioxide, calcium carbonate (rubber grade), rutile, arsenic trioxide, borax. Molave Trading Manufacturing, Inc., Rm. 318 Fil-Oil Bldg., Taft Ave., Manila. WTD 7/26/63. TM 51.

282 Synthetic Material

FINLAND—Chemicals for plastic, cellulose or rubber fabricating use; requests descriptive literature, prices, terms; direct purchase and agency. Miva Oy (wholesaler, agent), Hoylaamotie 16, Helsinki. WTD 3/18/65.

FRANCE—Plastic book binding materials. Reliure Industrielle S.T.D. (manufacturer, dealer), 202 route de Pontoise, Argenteuil (S. & O.). WTD 1/22/65.

Acetate fabrics in grey. Etablissements Komar & Cie. (importer, dealer), 124 rue du Molinel, Lille (Nord). WTD 2/1/65.

Synthetic yarns, cellulosic fibers (of novelty character). C.O.F.I.E.X. Cie. Financiere d'Importation & d'Exportation (importer, exporter), 76-78 Ave. des Champs-Elysees, Paris 8. WTD 1/4/65.

283 Drugs

GERMANY—Pharmaceutical specialties, agency or own account; fob. Walter Krebs GmbH (import-export), 605 Offenbach am Main, Frankfurterstrasse 118. WTD 3/26/65.

★★ **PHILIPPINES—Trade Mission**

Veterinary chemicals, such as dewormers, growth accelerators, vaccines. Cashman-Link, Inc. (importer, wholesaler), 1010 Pasong Tamo, Makati, Rizal. WTD 11/21/64. TM 33.

Interested in obtaining, for repackaging, specific pharmaceuticals such as vitamins, dermatological supplies, antibiotics (terramycin, auromycin). United Drug Co. (importer, wholesaler, retailer), 82 Mayflower, Mandaluyong, Rizal. WTD 9/7/63. TM 22.

284 Soap, Detergent, Cleaning Preparation

FRANCE—Household, industrial, institutional dry cleaning preparations (of novelty character); direct purchase and agency. Etablissements RIAL (manufacturer, importer), 134 rue d'Assas, Paris 6. WTD 1/22/65.

PAKISTAN—Nail polishes, rouge, lip-stick, eye-brow pencils. Value $20,000. Javaid Corp. (importing distributor), 49/D Shahalam Market, Lahore, West. WTD 3/15/65.

287 Agricultural Chemicals

KOREA—Compound fertilizers. Direct purchase and agency. Tong Jin Trading Co., Ltd. (offer agent), I.P.O. Box 1254, Seoul. WTD 7/3/63.

★★ **PHILIPPINES—Trade Mission**

Wishes to contact suppliers of all types of fertilizers. United Traders and Manufacturers, Inc. (importer, wholesaler), Rm. 224, Bank of P.I. Bldg., Plaza Cervantes, Manila. WTD 10/5/64. TM 35.

● **THAILAND**—Compound fertilizer, 12-8-18, in flake or tablet, 400 mt. Bid deadline April 30. Office of The Sugar Industrial Aid Fund, Luang Rd., Bangkok.★ (Telephone: 202-WO 7-2008).

UAR—Price quotations, statements of availability as soon as possible for following types of fertilizers: potassium sulphate—k20 48/52 soluble in water—7,000 tons; ammonium sulphate—azote min 20.6%—acidity more 0.03% —290,000 tons; ammonium nitro sulphate—azote min 26%—25,000 tons; calcium ammonium nitrate—azote min 20.5%—170,000 tons; urea 46% nitrogen granular—30,000 tons. Misr Foreign Trade Co. (government-owned), 2, Al Bostan St., Cairo. WTD 11/22/63.

289 Chemical Products

JAPAN—Chemicals for removing iron content from industrial water. Fuji Kogyo Co., Ltd. (manufacturer, distributor), Foreign Trade Dept.: 12 Kanda Mitoshiro-cho, Chiyoda-ku, Tokyo. Main Office: 121 Ohya, Shizuoka City, Shizuoka Prefecture. WTD 3/5/65.

PAKISTAN—Adhesive cements, shoe cements all types, neoprene and rubber mixed also nylon to nylon, leather to nylon special types 1 kg. packing. Value $20,000. Javaid Corp. (importing distributor), 49/D Shahalam Market, Lahore, West. WTD 3/15/65.

306 Fabricated Rubber Products

● **PAKISTAN**—Belting for train lighting dynamos, 3-5 in. wide, 4 and 5 ply, 169,000 ft. Tender No. P-3/6/4-65, bid deadline April 27. Chief Controller of Purchase, Pakistan Western Railway, Empress Rd., Lahore. Copy of specifications, terms, conditions available for review only in Rm. 4037, Rubber, Leather and Allied Products Division, BDSA, Department of Commerce, Washington, D.C.

311 Leather Tanning, Finishing

PAKISTAN—Leather scraps, splits of patent leather. Value $20,000. Javaid Corp. (importing distributor), 49/D Shahalam Market, Lahore, West. WTD 3/15/65.

314 Footwear

FRANCE—Protective boots, for miners, welders; direct purchase and agency. Union Securite (dealer, agent), 13 rue Sainte-Croix-de-la Bretonnerie, Paris 4. WTD 2/1/65.

319 Leather Goods

FRANCE—Leather belts, safety; direct purchase and agency. Union Securite (dealer, agent), 13 rue Sainte-Croix-de-la-Bretonnerie, Paris 4. WTD 2/1/65.

326 Pottery

IRAN—China kitchen articles for household use. Perosental Co., Ltd. (importer), Hajbedolleh, Bazaar, Tehran. WTD 3/16/65.

327 Concrete, Gypsum, Plaster

GERMANY—Acoustical board and tile, of all types of material, including wood fiber, mineral fiber, aluminum, plastic material, as well as complete sound proofing systems including mounting accessories. Manufacturers' offers preferred. Exclusive representation desired, but firm prefers to buy for its own account. Neue Baustoffe Hoting & Co. (wholesaler, importer, sales agent), 55 Beim Industriehafen (PO Box 6036), 28 Bremen 13. WTD 3/24/65.

329 Abrasive, Asbestos, Nonmetallic Mineral Products

PHILIPPINES—Asphalt and vinyl asbestos tiles. Campos Rueda & Sons, Inc. (importer, wholesaler, retailer, indentor), Tindalo St., Makati, Rizal; Box 31, Manila. WTD 6/16/64.

331 Steel Mill Products

● **GREECE**—Pipe, 3/16″ thickness, to comply with AWWA Specs. C-201-60T for electrically welded steel water pipe: 4000 meters, 300 mm. or 12″ and 4000 meters, 400 mm. or 16″. Tender No. 1153, bid deadline April 28. Societe Anonyme Hellenique des Eaux (EEY), Purchasing Dept., 4 Kolokotroni St., Athens.★ (Telephone: 202 WO 7-2363).

● **IRAQ**—Pipe, fittings: includes 10,000 ft. of 6″ pipe and 60 ft. of 4″ pipe, seamless or welded, conforming to specification A.S.T.M.-A12—63T Gr. A or B. Tender No. 8/65, bid deadline May 4. Purchasing Committee, Government Oil Refineries Administration, Baghdad.★ (Telephone: 202-WO 7-2363).

● Barbed wire: 5000 short coils and 7000 long coils military type, and 9000 coils concertina barbed wire. Tender No. ORD/30/65, bid deadline May 12. Directorate of Contracts and Purchases, Ministry of Defense, Baghdad. Terms, specifications may be obtained free of charge from Military Attache of the Embassy of the Republic of Iraq, Washington, D.C.

● **KENYA**—Railway materials: rails, steel ties, joint bars, clips, clip-bolts, nuts, bolts, washers to BSS. Quantities not available. Tenders invited from actual manufacturers. Application for tender documents must be made by May 7 to East African Railways and Garbours Overseas Agents, 4, Millbank, London, S.W.1.—Reference Circular No. 25 of Requirements to be Purchased Overseas.

PAKISTAN—Wire rods, carbon steel, standard wire gauge. Value $50,000. Cold rolled steel sheets, all grades, G.P. sheets 24-26 gauge, valued at $10,000. Fifty tons special chrome steel wire; chemical composition; carbon 0.95 to 1.05%; silicon 0.15 to 0.35%; mangan 0.25 to 0.40%; chromium 1.40 to 1.65%; phosphorus max 0.03%, sulphur max 0.025%; quality 100 crb. (German No 3505). In rings suitably oiled and greased, in oil paper and jute. Merfud Mutaal & Co., Ltd. (importing distributor), 12/E, Block C, Samanabad, Lahore. WTD 3/26/65.

Stitching wire for use in stationery industry; value $2,000. Alico Paper Merchants (importing distributor), 1 Ganpat Rd., Lahore, West Pakistan. WTD 3/26/65.

335 Rolling, Drawing, Extruding of Nonferrous Metals

ITALY—Copper wirebars and/or nonferrous metals in general. Direct purchase and agency. Dr. Francesco Candile (agent), 1 Via Giolitti, Torino. WTD 3/24/65.

● **VIET-NAM**—Zinc offset sheets (500) 82 cm. x 107 cm. x 4/10 mm. Tender No. 1660-24035, bid deadline May 4. Central Purchasing Authority, 140 Hong Thap Tu, Saigon.★ (Telephone: 202 WO 7-2298).

342 General Hardware

SWEDEN—Builders' hardware. Direct purchase and agency. Handelsfirma C. A. Bengtsson (agent), Box 188, Hovas. WTD 3/24/65.

343 Heating Apparatus, Plumbing Fixtures

FINLAND—Accessories, spare parts, maintenance equipment for oil burners, household and commercial types. Requests full details, terms. Direct purchase or agency. T:mi AG-ME F:ma, (importer, commission agent), Meripuistotie 5, Helsinki. WTD 3/26/65.

Space heaters, related equipment; request descriptive literature, price lists, terms. Oy Rakennuskonepaja (manufacturers, wholesalers, importers, exporters), Siltasaarenkatu 25, Helsinki. WTD 3/17/65.

FRANCE—Sanitary equipment for home use: bath-tubs, bidets; shower-bath installations; lavatories and toilets of modern types, and plumbing fixtures and accessories. Also kitchen equipment, such as stainless and steel sinks; plastic sinks drain outlets and related lines. Direct purchase and agency. Requests replies, with catalogues and price lists. Les Materiaux et Equipment des Batiments (L.E.M.A.N.) (dealer, sales agent), 76 Rue Emile-Guichenne, Pau, Basses-Pyrenees. WTD 3/23/65.

344 Fabricated Structural Metal Products

● **BURMA**—One hangar, prefabricated steel, 175″ long x 103′ wide, 21′3″ entrance clearance with a 17′6″ wide outershed annexed to both sides. Tender No. DPES. 55/65, April 30 deadline. Director of Procurement, Defense Dept., Rangoon.★ (Telephone: 202-967-3601).

● 30 sets, total, Bailey Bridge spans, specify if bids are for reconditioned, unused or new; 8 sets—100 ft. span, double-single construction, standard load, class 30; 6—80 ft. span, double-single, class 40; 4—110 ft. span, triple-single, class 40; 12—50 ft. span, single construction, standard load, class 30. Tender No. 69/CS/64-65/GOVT., deadline April 28. Divisional Mgr., Construction Stores No. (1) Division, 77/91 Sule Pagoda Rd., Rangoon. Cable: GOV-STORES.★ (Telephone: 202-967-3601).

● Callender Hamilton Bridge, five sets, galvanized steel, 60 ft. span, type "B," suitable for h.a. loading to b.s. 153 on a 7″ thick reinforced concrete deck, complete with main bridge steel work, nuts, bolts, washers, hinged end bearings but excluding supply of reinforced concrete deck material; two sets, 100 ft. span, type "B" 12″ suitable for h.a. loading to b.s. 153 on 7″

thick reinforced concrete deck; four sets, 110 ft., type "B" 10" suitable for h.a. loading to b.s. 53 on a 7" thick reinforced concrete deck of 20'5" roadway, plus steel supply materials. Tender No. 72/CS/64-65/GOVT., deadline April 28. Divisional Mgr., Construction Stores No. (1) Division, 77/91 Sule Pagoda Rd., Rangoon. Cable: GOVSTORES.★ (Telephone: 202-967-3601).

FINLAND—Stainless steel tubing, plates, related items for use in metal-working industry. Requests full details, prices, terms. Direct purchase or agency. Ris-Ko Oy (commission agent, importer, wholesaler), Bulevardi 12, Helsinki. WTD 3/29/65.

346 Metal Stampings

IRAN—Kitchen utensils for household use; requests catalogs, price lists, C & F Khorramshahr. Perosental Co., Ltd. (importer), Hajbedolleh, Bazaar, Tehran. WTD 3/16/65.

351 Turbines, Engines

PHILIPPINES—Hydraulic turbines. Chua Egan, Manager, Southern Electric Products (importer, wholesaler, retailer, indentor), 290 Dasmarinas, Box 220, Manila. WTD 1/31/65.

352 Farm Machinery

PAKISTAN—Sprayers power value $20,000. Afro-Asian Trading Corp. (importing distributor), 12 Usmania St., I.D. Hospital Rd., Lahore, West. WTD 3/17/65.

Tractors—crawler type of at least 74" gauge, diesel engines, minimum 90 net fly wheel horse power; drawbar should be 18,000 lb. hydraulically operated. Requests price quotations C & F Karachi; direct purchase and agency. A. G. Ahmed and Sons (importer, manufacturers' agent), G.P.O. Box 81, 49 Noor Chambers, Bunder Rd., Karachi. WTD 3/27/63.

Twenty-three power sprayers, 140 knapsack power sprayers. Granada Enterprises (importing distributor), #9 Naqi Flats, 81 The Mall, Lahore. WTD 3/22/65.

● Forty tractors, 52-55 hp., rubber wheel type, fitted with hydraulic control, power take off, belt pulley drive; complete with standard equipment, attachments. Tender No. PD-1/866/3127, bid deadline May 20. Chief Purchase Officer, East Pakistan Industrial Development Corp., EPIDC House, Montijheel, Dacca 2.★ (Telephone: WO 7-4319).

353 Construction, Mining, Material Handling Equipment

AUSTRALIA—Earth-moving equipment; materials handling equipment, especially hydraulically activated equipment, including cranes; railroad maintenance equipment, viz. tamping machines, spike drivers, anchor fasts, rail saws, ballast regulators, rail levelers, rail gauges and related equipment; direct purchase and agency. Conquip Ltd. (importer, retailer, manufacturer), Box 141, P.O., Auburn, N.S.W. WTD 3/24/65.

● **BURMA**—Self-propelled full circle crane, mobile-mounted 3 ton capacity, diesel-powered. Tender No. 623/15/MACH 23/G-1(64-65), bid deadline May 12. Government of the Union of Burma, Peoples Stores Corp., Machinery, Equipment, Tools & Spares Division, Rangoon.★ (Telephone: 202-W0 7-5566).

● Overhead traveling crane, 10-ton capacity, with 2-ton auxiliary hook, to be installed on existing rails and to include ½-ton capacity lifting magnet. Tender No. Q/9/10, bid deadline May 7. General Manager, Steel Mill, Insein, Ywama.★ (Telephone: 202-WO 7-5589).

FRANCE—Excavating machinery, equipment; all new building materials. Societe Technique et Industrielle S.T.E.I.N. (dealer), 16 rue Jean-Mermoz, Paris 8. WTD 11/13/64.

Public works machinery, equipment (bulldozers, concrete mixers, cranes, pavers, power shovels). Societe Technique et Industrielle S.T.E.I.N. (dealer), 16 rue Jean Mermoz, Paris 8. WTD 11/13/64.

Public works construction equipment, such as bulldozers, concrete mixers, dredging machinery, pavers, power shovels; direct purchase and agency. Societe Lambert & Cie (manufacturer, importer, agency), 3 rue du Commandant Riviere, Paris 8. WTD 1/22/65.

● **KOREA**—Parts for TD-25 International Harvester tractors, dozers; parts for D-7E Caterpillar tractors, dozers; parts for 619C Caterpillar tractors, PR 619 Athey rear dump wagons; parts for TO 1410 Isuzu Japan dump truck; parts for 85A Lorain Crane, Caterpillar 337F engine; parts for C-110 Harvester Pickup truck; parts for 10364S-OH Autocar tractor; parts for cutter head dredge "Ulsan Man Ho—O 3110" Nippon Kokan Tsurumi Ship Yard; parts for R-625, 600 CFM air pumps, Ltd., compressor; parts for R-395 CFM air pumps, Ltd. rotary compressor; parts for R-250, 250 CFM air pumps, Ltd. compressor; parts for LTR 144—250 CFM Maskin Fabriken rotary compressor; parts for WR 120—120 CFM Broom and Wade, Ltd., rotary compressor; parts for type 3G105, 30KW Bukh diesel generator; parts for AH-36 15 h.p. Yamamoto air hoist; spare parts for 70-7KM Torishima water pump; parts for 80-7KW Torishima water pump; parts for 100-5KM Torishima water pump; parts for Jusakabe bit grinder; parts for AMG-120 Kurita Rock Drill Co., Ltd., bit grinder; parts for F226 continental gas engine; parts for 44-E. J. Longyear drill; parts for 38 E. J. Longyear drill; parts for THD Wisconsin gasoline engine; parts for 435 John Bean water pump; drilling mud, chemicals, bentonite, carboxy methyl cellulose, lubrication oil for various equipment, various sizes of "rigid" pipe wrenches. Invitation No. KFX-5023-S, bid deadline May 7. Office of Supply, Government of the Republic of Korea, Seoul.★ (Telephone: 202-WO 7-5566).

PAKISTAN—Road rollers—10 to 12 ton capacity, 3 wheel—diesel driven of suitable horsepower; requests price quotations C & F Karachi; direct purchase and agency. A. G. Ahmed & Sons (importer, manufacturers' agent), G.P.O. Box 81, 49 Noor Chambers, Bunder Rd., Karachi. WTD 3/27/63.

Cranes, mobile 15 ton capacity, diesel engine driven, minimum 40 hp.; requests price quotations C & F Karachi; direct purchase and agency. A. G. Ahmed & Sons (importer, manufacturers' agent), G.P.O. Box 81, 49 Noor Chambers, Bunder Rd., Karachi. WTD 3/27/63.

Bulldozers—with crawler tractor diesel engine angling dozer blade, minimum drawbar pull 28,000 lb., minimum total area ground contact, 2300 sq. in., angling dozer blade size 9'6" x 2'6"; price quotations C & F Karachi; direct purchase & agency. A. G. Ahmed & Sons (importer, manufacturers' agent), G.P.O. Box 81, 49 Noor Chambers, Bunder Rd., Karachi. WTD 3/27/63.

Road roller 3 wheeled; 3, 5 & 10 ton; vibrators, weigh-batching plant, concrete mixers value $500,000. Pan Asiatic Traders (importing distributor), 65 The Mall, Lahore. WTD 3/19/65.

Tractors crawlers 50 to 300 hp., stone crushers, value $200,000. Pan Asiatic Traders (importing distributor), 65 The Mall, Lahore. WTD 3/19/65.

★★ **PHILIPPINES—Trade Mission**

Power shovels, Molave Trading Manufacturing, Inc. (importer), Rm. 318, Fil-Oil Bldg., Taft Ave., Manila. WTD 7/26/63. TM 49.

● **SUDAN**—Three ½-ton capacity, electric hoists. Tender No. 3270, bid deadline May 4. Sudan Government Purchasing Agent, 3-5 Cleveland Row, St. James's, London, S.W.I.★ (Telephone: 202-WO 7-5589).

354 Metalworking Equipment

● **BURMA**—Surface grinder, distance from wheel to table, max. 17½"—min. 3 15/16", max. dimension of worktable 24¾" x 7⅞" x 12⅝", metal spraying gun; universal pantographic diesinking machine, 8" x 14" work table, 14 3/16" height table tap to spindle; cylindrical grinding machine, maximum length of workpiece 1,000 mm., grinding dia. 8 mm.-12⅜ mm.; portable gritblast unit; straightening press, capacity shafts up to 2½" dia. Tender No. FP/(14)(64-65), bid deadline April 30. Peoples Stores Corp., Machinery, Equipment, Tools & Spares Division, 228/240 Strand Rd., Rangoon.★ (Telephone: 202-WO 7-5652).

● **EL SALVADOR**—Automatic sharpener for sharpening guillotine paper cutter blades up to 140 cms. Completely automatic, 0-90° angle, 220 volt 60 cycle motor. Tender No. 38(65), bid deadline April 26. Proveeduria General de la Republica, Avenida Espana 613, San Salvador. Specifications in Spanish.★ (Telephone: 202-WO 7-5652).

PAKISTAN—Milling, drilling, general workshop machinery, value $10,000. Afro-Asian Trading Corp. (importing distributor), 12 Usmania St., I.D. Hospital Rd., Lahore, West. WTD 3/17/65.

★★ **PHILIPPINES—Trade Mission**

One 30 in. spur gear hobber; one 50 to 75 ton explosion type forging hammer, new or used; one 10 to 12 in. power shear for half inch steel plate, used preferred; one gear shaper or hobber for 4 to 12 in. spur gears; one upsetter for forging. Bormaheco, Inc. (manufacturer), 1077 Zapote St., Makati, Rizal. WTD 2/13/65. TM 47.

Small hand power tools. Oriental Machineries (importer, wholesaler, retailer), 683 Evangelista, Manila. WTD 2/9/65. TM 17.

Portable construction equipment such as power saws. Royal Shirt Factory, Inc. (manufacturer), 1956 Taft Ave., Pasay City. WTD 10/21/63. TM 15.

SWEDEN—Power-driven hand tools. Direct purchase and agency. Handelsfirma C. A. Bengtsson (agent), Box 188, Hovas. WTD 3/24/65.

355 Special Industry Machinery

AUSTRALIA—Machine for making paper caps. A sample of type cap firm wishes to manufacture is available on a loan basis from the Trade Opportunities Staff, BDSA-6192, Rm. 4203, Department of Commerce, Washington, D.C. 20230. The Western Stores, Ltd. (importer, retailer, wholesaler), 413 Sussex St., Sydney, N.S.W. WTD 3/17/65.

BRAZIL—Plastics working machinery; chemical machinery, equipment. Requests quotations cif Rio de Janeiro. Direct purchase and agency. PRODIV—Promocoes e Divulgacoes,

Ltda. (agent), Caixa Postal 148, Rio de Janeiro, ZC-06. WTD 3/29/65.

FINLAND—Machinery, equipment for pulp, paper processing. Requests full details, prices, terms. Lohja-Kotka Oy (manufacturer, exporter), Lohja. WTD 3/26/65.

FRANCE—Pharmaceutical machinery. Societe Technique et Industrielle S.T.E.I.N. (dealer), 16 rue Jean Mermoz, Paris 8. WTD 11/13/64.

GERMANY—Nailing machines, equipment for wood, furniture, packaging industries; requests price quotations cif German or Dutch ports. Timpaco GmbH (wholesaler, distributor, importer), 51-55 Berliner Strasse, 583 Schwelm. WTD 3/3/65.

● **IRAQ**—Supply of platen printing press, cylinder printing press, linotype machine, wire stitching machine, paper cutting machine. Tender No. MISC/7/1965, bid deadline May 16. Directorate of Contracts and Purchases, Ministry of Defense, Baghdad.★ (Telephone: 202-WO 7-5589).

One platen automatic cutter, creaser machine. Tender No. 9/65, bid deadline June 13. Central Foreign Purchasing Board, Ministry of Finance, Baghdad.★ (Telephone: 202-WO 7-5589).

MALAYSIA—Sugar cooker boiler for high boil sweet 2-3 tons capacity per day; stamping machine for high boil sweet; wrapping machine for confectionery. Cif Port Swettenham, Selangor, quotation and descriptive catalogues requested, letter of credit term. Lee Bin & Co. (indent agent), No. 7 Rd. 25, Petaling Jaya, Selangor. WTD 3/9/65.

PHILIPPINES—Mirror-making machine. Keng Suy Wat, Vice-President, Pacific Glass Corp. (manufacturer, importer, wholesaler, retailer), P & M Bldg., 2129 Pasong Tamo, Makati, Rizal. WTD 9/26/64.

Printing, composing and binding machinery, accessories, supplies (rotogravure, offset, letterpress). Direct purchase and agency. J. Silverio, Import Department, Manufacturers' Representatives, Inc. (importer, wholesaler, retailer, indentor), 904 Gral. Solano, San Miguel, Manila. WTD 3/9/64.

★★ PHILIPPINES—Trade Mission

Wood-working machinery. Madis, Inc. (importer), Madis Bldg., Pasong Tamo Ext., Makati, Rizal. WTD 12/19/64. TM 18.

Pulp, paper machinery. Requests replies from manufacturers. United Traders and Manufacturers, Inc. (importer, wholesaler), Rm. 224, Bank of P.I. Bldg., Plaza Cervantes, Manila. WTD 10/5/64. TM 41.

Very large manufacturer of food products interested in pilot food processing equipment applicable to wide range of food products, from present corn products and derivatives to salad dressings, margarine, other consumer foods, to enable it to increase its research and development. Universal Corn Products, Inc., Bagong Ilog, Pasig, Rizal. WTD 8/31/65. TM 6.

Machinery for establishing a completely integrated plant for production of plywood, using Filipino mahogany logs. Riverside Mills Corp. (manufacturer), Wilson Bldg., Juan Luna, Manila. WTD 5/9/64. TM 21.

Modern textile machinery. Town Trading, Inc. (manufacturer), F. Manalo St., San Juan, Rizal. WTD 12/5/64. TM 3.

Machinery for manufacture of glass. Molave Trading Manufacturing, Inc. (importer), Rm. 318. Fil-Oil Bldg., Taft Ave., Manila. WTD 7/26/63. TM 49.

SWEDEN—Food products, chemical, plastics working machinery. Direct purchase and agency. Handelsfirma C. A. Bengtsson (agent), Box 188, Hovas. WTD 3/24/65.

TURKEY—Technical information, brochures and price lists for machines to pack 100, 250, 500 and 1,000 kilo bags of filberts. The machines should be capable of vacuum packing tin cans, and also bags of polyethylene, cellophane. Cetin Bayazitoglu, Assistant General Manager, Findik Tarim Satis, Kooperatifleri Birligi, Giresun.

356 General Industrial Machinery

GERMANY—Stapling machines for corrugated card board boxes, steel band strapping machines; requests price quotations cif German or Dutch ports. Timpaco GmbH (wholesaler, distributor, importer), 51-55 Berliner Strasse, 583 Schwelm. WTD 3/3/65.

Machinery and/or apparatus for finishing metal, plastic surfaces such as spraying, drying equipment; also machinery, equipment for grinding, polishing lacquer. W & Dr. K. Brechenmacher (manufacturer, exporter, importer), 7 Stuttgart-Wangen, Wasenstrasse 38. WTD 12/23/64.

● **INDIA**—Laboratory melting furnace for making non-ferrous alloys. Capacity up to 10 Kgs. of steel; max. temp. 1400°C-1600°C; resistance or induction heating. Tender No. AEE/P/CAP/10009, bid deadline May 10. Atomic Energy Establishment Trombay (Purchase Division) Government of India Mohatta Bldg. (3d. Fl.), Palton Rd., Bombay 1.★ (Telephone: 202-WO 7-5652).

Late Leads. Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

ISRAEL—Hand-operated tying machines for packaging purposes. Equipment should operate with any band, except wire or other metal. Mostly preferred are machines performing the operation with bands of twisted waxed paper or nylon. Importer, distributor requests prompt offers including catalogs and price lists. Direct purchase and exclusive agency. Ariz Ltd., 64 Hagdud Haivri St., Tel Aviv. WTD 1/21/64.

● **PAKISTAN**—Supply of two self indicating combined railway weighbridge (dial type) to suit broad gauge 5'-6"; two self indicating combined railway weighbridge (dial type) to suit meter gauge 3'-3⅜"; four road vehicle recorder weighbridge (dial type); and 80 self indicating recorder weighbridge (dial type). Tender No. PD-1/865/3126, bid deadline May 24. Chief Purchase Officer, West Pakistan Industrial Development Corp., EPIDC House, Motijheel, Dacca 2.★ (Telephone: 202 WO 7-2939).

★★ PHILIPPINES—Trade Mission

Pumps for unloading fish from boats. Atkins Kroll and Co. (importer, wholesaler, retailer), 313 Malugay St., Makati, Rizal. WTD 8/20/63. TM 7.

● **SOUTH AFRICA**—Tempering furnaces (3), gas fired, 6'0" x 3'0" heating chamber, 1'6" door opening, 750°C maximum operating temperature. Tender No. F 6050, bid deadline April 30. Chairman of the Tender Board, South African Railways, P.O. Box 7784, Johannesburg.★ (Telephone: 202-WO 7-5652).

● **SUDAN**—Supply of two dormant dial scales, capacity five tons each, chart 1000 KX one kilo division, with four unit weight 1000 K, platform size 4' 6" x 3' 6", distance between edge of platform to center of indicator to be 3 ft. without tare beam. Bid deadline May 10. Sudan Government Purchasing Agent, 3-5 Cleveland Row, St. James's, London, S.W.1, England.★ (Telephone: 202 WO 7-2939).

SWEDEN—Packaging machinery. Direct purchase and agency. Handelsfirma C. A. Bengtsson (agent), Box 188, Hovas. WTD 3/24/65.

357 Office, Computing, Accounting Machines

AUSTRALIA—Manual, electric adding machines (decimal system); direct purchase and agency. Norwood Trading Co., Pty., Ltd. (importer, distributor, retailer), 26a Whistler St., Manly, N.S.W. WTD 3/16/65.

FRANCE—Small office equipment and specialized office supplies and accessories, preferably office novelties, including digital computers and systems; also calculating machines, light-duty; invoicing machines; office staplers, automatic and others; dictating machines; duplicators; and articles and supplies sold in stationery shops. Agency and direct purchase. Replies, with descriptive literature and price lists, in French. "Ruca" (wholesaler, 11 rue des Chalets, Toulouse, Haute-Garonne. WTD 3/19/65.

Card handling equipment (separators); cleaners, certifiers for magnetic tape; direct purchase and agency. Herve & Fils (importer, dealer, manufacturer), 86/90 Bld. de la Villette, Paris 19. WTD 1/22/65.

All kinds of duplicating machines, including duplicators with types; direct purchase and agency. Courvoisier & Cie. (importer, dealer), 21 Blvd. Voltaire, Paris 11e. WTD 12/15/64.

● **NEW ZEALAND**—Purchase or rental by Auckland Harbour Board of computer, ancillary machines for invoicing, stock controls, costing, cargo statistics, payrolling. Tender No. (contract) 1817, bid deadline June 30. Tenderers must undertake to install equipment; full maintenance and servicing facilities must be available in Auckland. Tender terms, specifications available from Chairman, Auckland Harbour Board, Auckland.

358 Service Industry Machines

AUSTRALIA—Refrigeration equipment, industrial types, including accessories; direct purchase and agency. J. Wildridge & Sinclair Pty., Ltd. (importer, exporter, wholesaler, manufacturer), P.O. Box 92, Alexandria, N.S.W. WTD 3/19/65.

● **BURMA**—59 air compressors of varying sizes; 20, 600-1000 gal. per hr. capacity pumps; one multi-spindle drilling machine; five portable welding machines. Tender No. 0021, bid deadline May 8. Chief Mechanization Officer, Water Supply Project, A.R.D.C., Rangoon.★ (Telephone: 202-WO 7-5589).

DENMARK—Automatic car-washing plant. Skandinavisk Motor Co. A/S, Service Dept. (importer), 135 Osterbrogade, Copenhagen O. WTD 8/20/63.

FINLAND—Commercial dry cleaners, coin-operated or other. Requests full details, terms. Direct purchase or agency. T:mi AG-ME F:ma (importer, commission agent), Meripuistotie 5, Helsinki. WTD 3/26/65.

FRANCE—Commercial laundry equipment, machinery, accessories for use in industrial plants, hotels, institutions, hospitals, clinics; washers, extractors, drying tumblers, ironers, related lines; automatic machines, steam-heated, operated on electric current (a.c., 50-cycle, 3-phase, 220/380 volt). Direct purchase and exclusive agency and distributorship for France or section thereof. Requests catalogues, price lists. Louis Marius Chaix (retailer, sales agent), Villa Liliane, Ave. du General de Gaulle, La Teste, Gironde. WTD 3/26/65.

Accessories for air conditioners, refrigerators; direct purchase and agency. Etablissements Paul Maissiat (dealer), 2 rue de Sevigne, Nantes (Loire Atlantique). WTD 11/19/64.

Complete air conditioning units, for domestic, commercial use; direct purchase and agency. Jany Lemeur (Ets. Alain Lemeur), (importer, dealer), 94 rue Bernardin de Saint-Pierre, Le Havre (S.M.). WTD 1/21/65.

★★ PHILIPPINES—Trade Mission

Owner of hog farm (1,000 Belgian hogs) interested in obtaining equipment for refrigeration plant to be established in conjunction with slaughter-house facilities. Republic Parts Supply. 1467 C. M. Recto Ave., Manila. WTD 8/31/63. TM 13.

361 Electric Transmission, Distribution Equipment

FINLAND—Measuring instruments, AC/DC, conventional types; requests descriptive literature, prices, terms; direct purchase and agency. Miva Oy (wholesaler, agent), Hoylaamotie 16, Helsinki. WTD 3/18/65.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

FRANCE—Electronic laboratory test instruments; microwave sweep generators; microwave generators; pulses generators. Equipements Scientifiques (importer, dealer), 94 rue de Sevres, Paris 7e. WTD 1/12/65.

Recording instruments for measuring electricity (voltmeters, ammeters, watt meters, demand meters). Societe S.E.U.R.A.P.E.L. (importer, dealer), 58 Blvd. De Gaulle, Villemomble (Seine). WTD 11/19/64.

Electronic measuring apparatus, oscillators, oscilloscopes, signal generators, digital voltmeters, power supply blocks, transfer function analysers, electronic frequency counters. Societe S.E.U.R.A.P.E.L. (importer, dealer), 58 Blvd. De Gaulle, Villemomble (Seine). WTD 11/19/64

Electronic measuring apparatus, oscillators, oscilloscopes, signal generators, digital voltmeters, power supply blocks, transfer function analysers, electronic frequency counters; direct purchase and agency. Mesure et Controle Electronique (importer), 84 rue des Entrepreneurs, Paris 15. WTD 11/30/64.

GERMANY—Electrical, electronic equipment or components for industrial purposes in field of automatic measuring, data logging, control; price quotations fob or fas U.S. ports. Maerkische Geraete Dr.—Ing. Jacques G. Brockhaus KG (distributor, importer), 6 Siepener Weg, 5892 Meinerzhagen. WTD 3/11/65.

● **GUATEMALA**—Supply of transmission cable, distribution equipment for power distribution around areas of Mazatenango and San Antonio Suchitepequez. Tender No. 1-65, bid deadline April 28. Specifications available from Instituto Nacional de Electrificacion-INDE, Edificio Lubia, 4a. Calle 5-10, Zona 1, Guatemala City, Guatemala, C.A. upon payment of $10 per set. Correspondence preferred in Spanish.

● **IRAQ**—Supply of 150—25 kva, 50—300 kva, 25—400 kva and 10—500 kva, three phase, 50 cycle, 1100/400/230 volt outdoor type transformers. Tender No. 6, bid deadline May 3. Ministry of Municipal & Rural Affairs, Directorate General of Municipal Affairs, Tel Mohammed, Baghdad. A copy of contract conditions, specifications available for review only, not for loan, in Rm. 4124, Power and Electrical Equipment Division, BDSA-6430, Department of Commerce, Washington, D.C. 20230. (Telephone: 202 WO 7-4242).

● Supply of 200—50 kva, 200—100 kva, and 150—200 kva, three phase, 50 cycle, 11,000/400/230 volt outdoor type transformers. Tender No. 5, bid deadline April 27. Ministry of Municipal and Rural Affairs, Directorate General of Municipal Affairs, Tel Mohammed, Baghdad. A copy of contract conditions, specifications available for review only, not for loan, in Rm. 4124, Power and Electrical Equipment Division, BDSA-6430, Department of Commerce, Washington, D.C. 20230. (Telephone: 202 WO 7-4242).

● **NEW ZEALAND**—Supply of four single phase, 3,333 kva 66/6.35 kv, 50 cycles, tap changing on load outdoor type transformers for Westport Substation. Contract No. 458, bid deadline June 1. The Secretary, Tenders Committee, New Zealand Electricity Dept., Wellington.★ (Telephone: 202 WO 7-4242).

PHILIPPINES—Switchgears. Chua Egan, Manager, Southern Electric Products (importer, wholesaler, retailer, indentor), 290 Dasmarinas, Box 220, Manila. WTD 1/31/65.

● **PORTUGAL**—Supply, installation of 220 kv. apparatus for main power sub-station at Carregado. Equipment to include transformers, circuit breakers, lightning rods. Bid deadline May 31. Specifications available from Empresa Termoelectrica Portuguesa, Delegacao em Lisboa, Rua Rosa Araujo, 34-30, Lisboa 2 upon payment of $17.50 plus postage. Correspondence preferred in Portuguese.

362 Electrical Industrial Apparatus

AUSTRALIA—Electrically operated time delay relays, timing ranges from instantaneous to two minutes, instantaneous to five minutes, and instantaneous to approximately 10 minutes (for power supply of 240 volts, 50 cycles); and flame failure relay (used to detect failure of flame in oil-fired burners). D. M. Connolly (indent agent), 18 Homelands Ave., Carlingford, N.S.W. WTD 3/24/65.

FINLAND—Special service instruments for electric power plants; requests descriptive literature, prices, terms; direct purchase and agency. Miva Oy (wholesaler, agent), Hoylaamotie 16, Helsinki. WTD 3/18/65.

★★ PHILIPPINES—Trade Mission

Fractional horsepower motors. Madis, Inc. (importer), Madis Bldg., Pasong Tamo Ext., Makati, Rizal. WTD 12/19/64. TM 19.

Portable alternator electric power plant to be used in operating present machinery. Royal Shirt Factory, Inc. (manufacturer), 1956 Taft Ave., Pasay City. WTD 10/21/63. TM 16.

PHILIPPINES—Governor generators. Chua Egan, Manager, Southern Electric Products (importer, wholesaler, retailer, indentor), 290 Dasmarinas, Box 220, Manila. WTD 1/31/65.

● **TURKEY**—Supply of six marine type 150-160 bhp marine type diesel engines, spare parts, reduction gears, elastic couplings, remote control. Tender No. 965/3024, bid deadline April 27. Malzeme Mudurlugu, Denizcilik Bankasi T.A.O., Bahcekapi, Istanbul. One copy of specifications is available for review only, not for loan, from the Power & Electrical Equipment Division, BDSA-6430, Rm. 4124, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4242).

363 Household Appliances

FINLAND—Air heaters, related equipment; requests descriptive literature, price lists, terms. Oy Rakennuskonepaja (manufacturer, wholesaler, importer, exporter), Siltasaarenkatu 25, Helsinki. WTD 3/17/65.

● **IRAQ**—Supply of 350—16″ table fans, 250 stand fans; 50—12 cu. ft. refrigerators; 100—40-gallon water coolers, 100—12-gallon water coolers. Bid deadline May 16, Tender No. ORD/18/65. Directorate of Contracts and Purchases, Ministry of Defense, Baghdad.★ (Telephone: 202-WO 7-5345).

365 Radio, TV Receiving Sets

AUSTRIA—Used (rebuilt) coin-operated phonographs in excellent condition; price quotation cif European port. A. H. Gautier & Co. (manufacturer), Schremsgasse 23, Perchtoldsdorf b/Wien. WTD 3/26/65.

FRANCE—Phonograph records, i.e. hit tunes, westerns, pop, other modern records. Librairie Gibert Jeune (importer, dealer), 15bis Blvd. Saint-Denis, Paris 2. WTD 1/15/65.

GERMANY—Magnetic tapes, accessories for electronic data processing; requests price quotations cif Hamburg or Rotterdam. Direct purchase or agency representation. Ernst Fleischhauer & Co. (distributor, importer), Postfach 367, 464 Wattenscheid. WTD 2/26/65.

366 Communication Equipment

FINLAND—Telecommunications equipment for use in railway, city automotive traffic control; requests descriptive literature, prices, terms. Miva Oy (wholesaler, agent), Hoylaamotie 16, Helsinki. WTD 3/18/65.

Electronic communications equipment; also low and high frequency instruments for telephone transmission use; requests descriptive literature, prices, terms; direct purchase and agency. Miva Oy (wholesaler, agent), Hoylaamotie 16, Helsinki. WTD 3/18/65.

PAKISTAN—Railway signalling equipment, all types, valued at $200,000. Pan Asiatic Traders (importing distributor), 65 The Mall, Lahore. WTD 3/19/65.

THAILAND—Walkie-talkie for police and military use. Catalogs and price lists requested. Athon Panich Co., Ltd. (importer, distributor), 108-112 Charoen Krung Rd., Samyod, Bangkok. WTD 1/23/64.

367 Electronic Components, Accessories

FINLAND—Components for TV, radio receiving sets, especially interested in products related to color TV; requests descriptive literature, prices, terms; direct purchase and agency. Miva Oy (wholesaler, agent), Hoylaamotie 16, Helsinki. WTD 3/18/65.

FRANCE—Electronic components for marine (metallized dielectric components, tantalum condensers, micro-ceramic condensers, wired miniature precision resistors); direct purchase and agency. J. M. Frankel (importer, dealer), 20 rue Rochechouart, Paris 9. WTD 6/19/64.

Electronic components (diodes); direct purchase and agency. Etablissements Paul Maissiat (dealer), 2 rue de Sevigne, Nantes (Loire Atlantique). WTD 11/19/64.

Magnetic/ceramic/crystal record-players cartridges; direct purchase and exclusive agency. Ets. Mandels (manufacturers' agent), 72 rue Rodier, Paris 9e. WTD 12/4/64.

369 Electrical Machinery, Equipment, Supplies

● **BURMA**—Supply of 79,360 uncharged 6 and 12 volt storage batteries. Tender No. T-78/V-8(64-65)1A, bid deadline April 30. People's Stores Corp., Motor Vehicle & Other Transport Equipment Division, No. 180/184, Bogyoke St., Rangoon.★ (Telephone: 202-WO 7-4242).

● **THAILAND**—Supply of 3 X-ray units, 200 m.a., at 125 kvp; two X-ray tube operation. Bid deadline May 6. The Medical Service Dept., Dhevaves Palace, Bangkok.★ (Telephone: 202-WO 7-2939).

371 Motor Vehicles, Equipment

PAKISTAN—U.S. & bmc cars, passenger vehicle trucks, tractors, value $40,000. Pan Asiatic Traders (importing distributor), 65 The Mall, Lahore. WTD 3/19/65.

★★ **PHILIPPINES—Trade Mission**

Jeep parts; used spark plugs. Republic Parts Supply (importer, wholesaler), 1467 C. M. Recto Ave., Manila. WTD 8/31/63. TM 14.

New and/or reconditioned replacement parts for trucks, autos, jeeps. Asiatic Auto & Electric Supply Co., Inc., 1188 Claro M. Recto Ave., Manila. WTD 1/25/64. TM 1.

New and rebuilt automotive parts, including carburetors, oil and gas hoses with braided jackets, tie rod ends, water pump assemblies and kits, king bolt sets, overhaul gasket sets, brake linings, clutch facings, clutch discs, ignition parts. Reliance Commercial Enterprises, Inc. (manufacturers' representative), Far East Bldg., Buendia Ave., Makati, Rizal. WTD 2/14/64. TM 42.

372 Aircraft, Parts

PAKISTAN—Aircraft man-carrying military (F86, F104 or T33), valued at $5,000. Pan Asiatic Traders (importing distributor), 65 The Mall, Lahore. WTD 3/19/65.

THAILAND—Helicopters, 2 seaters, 4 seaters, and 6 seaters. Requests catalogs and cif price quotations. Athon Panich Co., Ltd. (importer, distributor, commission agent), 108-112 Charoen Krung Rd., Samyod, Bangkok. WTD 1/23/64.

374 Railroad Equipment

● **BURMA**—Supply of 39 passenger car underframes, 52'3" long meter gauge. Bid deadline May 12. The Chairman, Union of Burma Railway Board, Bogyoke Aung San St., Rangoon. Specifications, drawings, conditions may be obtained from Office of the General Manager at above address upon payment of $10.50 per set.

● Supply of 42 freight car underframes, 36'6" long meter gauge. Bid deadline May 12. The Chairman, Union of Burma Railway Board, Bogyoke Aung San St., Rangoon. Specifications, drawings, conditions may be obtained from Office of the General Manager at above address upon payment of $10.50 per set.

PAKISTAN—Railroad track equipment frogs, switches, rails 100 lb., steel sleepers, valued at $400,000. Pan Asiatic Traders (importing distributor), 65 The Mall, Lahore. WTD 3/19/65.

Shunting engines for broad-meter gauges, value $200,000. Pan Asiatic Traders (importing distributor), 65 The Mall, Lahore. WTD 3/19/65.

● **RHODESIA**—Supply of 30 mechanically refrigerated freight cars for carrying frozen meat, capacity 45,000 lb., 3'6" gauge. Tender No. 65.25.0901, bid deadline June 4. The Buyer, Office of the Chief Supplies Officer, Rhodesia Railways, P.O. Box 1999, Bulawayo, Rhodesia. Tender documents, including drawings, are available from above address for $28 per copy, plus $16.40 to cover airmail charges to U.S. Copy of tender, specifications, with drawings, available for review only in Transportation Equipment Division, BDSA-6340, Department of Commerce, Rm. 4314, Washington, D.C. 20230.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

381 Scientific, Research Instruments

FRANCE—Drawing, drafting, survey equipment (calculating rulers). Societe Graphoplex (manufacturer), 21 rue de Montsouris, Paris 14. WTD 11/18/64.

Biological analysis apparatus—electrical, electronic. V. L. Carteau (commission merchant), 19 rue du Moulinet, Paris 13. WTD 7/20/64.

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

CANADA—Pressure, vacuum and compound gauges and/or dial and stem industrial thermometers; direct purchase and agency. Bestobell (Canada) Ltd. (manufacturer, importer, distributor), 4 Bestobell Rd., Toronto 14, Ontario. WTD 3/26/65.

FRANCE—Industrial manometers, thermometers, hygrometers. Etablissements Maxant (manufacturer), 38 rue Belgrand, Paris 20. WTD 11/19/64.

Micro-cutting devices, polishers for metal microscopic analysis; mano-contacts for petroleum industry. SOMEREC—Societe de Mecanique et de Rectification (manufacturer) 27 rue Klock, Clichy (Seine). WTD 10/9/64.

● **IRAQ**—Supply of mechanical measuring, controlling instruments including, but not limited to, levels, theodolites, compasses, planimeters, pyenometers, graduated cylinders, spatulas. Tender No. 11/65, bid deadline June 20. Tender conditions require either a cash deposit or an Iraqi bank guarantee. Central Foreign Purchasing Board, Ministry of Finance, Baghdad.★ (Telephone: 202-WO 7-2939).

384 Surgical, Medical, Dental Equipment

● **ETHIOPIA**—Supply of approx. 215,000 units of surgical, medical, dental instruments, supplies in following broad categories: gynaecological and obstetrical instruments; bone surgery and orthopedics instruments; minor and general surgery; needles, chrome nickel steel; surgical needles, high quality carbon steel; eye instruments; ear, nose, and throat instruments; dental instruments; various miscellaneous instruments. Tender No. 18, bid deadline May 19. Tender No. 18, Buying Committee, Central Medical Stores Corp., POB976, Addis Ababa.★ (Telephone: 202-WO 7-2939).

FRANCE—Gloves, safety; direct purchase and agency. Union Securite (dealer, agent), 13 rue Sainte-Croix-de-la-Bretonnerie, Paris 4. WTD 2/1/65.

Life-saving protection equipment; mechanotherapy, massage apparatus; orthopedic prosthetic, surgical appliances, supplies. Appareils de Secours et Therapeutiques—A.S.T. (manufacturer), Chemin de Crevecoeur, Saint-Denis (Seine). WTD 11/20/64.

385 Ophthalmic Goods

JAPAN—Spectacle frames, lenses, sunglasses; related ophthalmic equipment; direct purchase and agency. Sinsei Shoji Co., Ltd. (importer, exporter), 6 Ginza 6-chome, Chuo-ku, Tokyo. WTD 9/30/64.

386 Photographic Equipment

FRANCE—X-ray accessories (sensitized plates, intensifying screens, film developing equipment). Chenaille, S.A. (manufacturer), 15 rue Dantan, Saint-Cloud (S. & O.). WTD 1/28/65.

Photocopying equipment for office use; direct purchase and agency. Courvoisier & Cie. (importer, dealer), 21 blvd. Voltaire, Paris 11e. WTD 12/15/64.

393 Musical Instruments, Parts

FRANCE—Musical instruments, accessories, all kinds; direct purchase and agency. Jany Lemeur (Ets. Alain Lemeur), (importer, dealer), 94 rue Bernardin de Saint-Pierre, Le Havre (S.M.). WTD 1/21/65.

394 Toys, Amusement, Sporting Goods

FRANCE—Toys and games (all kinds); direct purchase and agency. Fair Play (importer, agency), 190 rue Lecourbe, Paris 15. WTD 1/5/65.

GERMANY—Toys, all kinds; FOB New York; direct purchase and agency. Modell—Spielwaren, R. Behrends KG. (importer, wholesaler, sales agent), 6 Frankfurt am Main, Vilbeler Strasse 21. WTD 3/22/65.

All sorts of games made of plastic or cardboard; toys, plastic or wood (no dolls); sporting articles for youth; model kits and other do-it-yourself articles from plastic, wood or cardboard. Direct import or agency representation; request replies in German or French. Pagros Papiergrosshandels GmbH (importer, wholesaler, sales agent), 10 Strasse des 13. Januar, 66 Saarbruecken. WTD 3/17/65.

★★ **PHILIPPINES—Trade Mission**

Tennis rackets, strings, woolen socks, golf balls, basketballs, general sporting goods. Direct purchase and agency. P. Y. Arriola &

Sons (importer), Sanciangko St., Cebu City. WTD 7/31/63. TM 45.

SWEDEN—Sporting goods, toys, all types. Direct purchase and agency. Handelsfirma C. A. Bengtsson (agent), Box 188, Hovas. WTD 3/24/65.

THAILAND—Camping equipment and field hospital camp for police and military use, catalogues and price lists requested. Athon Panich Co. Ltd. (importer, distributor, commission agent), 108-112 Charoen Krung Rd., Samyod, Bangkok. WTD 1/23/64.

395 Pens, Pencils, Office, Artists' Materials

FRANCE—School supplies, except paper (pens, pencils, rulers, ink). Societe ARDA (wholesaler), 55 rue des Petites-Ecuries, Paris 10. WTD 7/30/64.

GERMANY—Pens, pencils, fountain pens, ball point pens; direct purchase and agency, requests replies in German/French. Pagros Papiergrosshandels GmbH (importer, wholesaler, sales agent), 10 Strasse des 13. Januar, 66 Saarbruecken. WTD 3/17/65.

PAKISTAN—Fountain pens and ball-point pencils; cheap quality; value $20,000. Javaid Corp. (importing distributor), 49/D Shahalam Market, Lahore, West. WTD 3/15/65.

399 Manufacturing Industries

AUSTRIA—Used (rebuilt) coin-operated games in excellent condition; price quotation cif European port. A. H. Gautier & Co. (manufacturer), Schremsgasse 23, Perchtoldsdorf b/Wien. WTD 3/26/65.

PAKISTAN—Fire extinguishing equipment, parts, attachments, valued $10,000-$12,000. Pan Asiatic Traders (importing distributor), 65 The Mall, Lahore. WTD 3/19/65.

505 Farm Products, Raw Materials

MOROCCO—Raw cotton in bales for textile manufacture. Requests replies in French, quotations Casablanca. Tissages et Confection Marocains "Ticoma" (manufacturer), Blvd. Okba ben Nafia Km. 5.650, Casablanca. WTD 3/30/65.

International Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

203 Canning, Preserving Food

AUSTRALIA—Condiments, i.e. sauces, seasoning, spices. Fortune (Overseas), Ltd. (importer, wholesaler, manufacturer), Daking House, Rawson Place, Sydney, N.S.W. WTD 3/24/65.

209 Food Preparations

NETHERLANDS—Soybeans, soybean oil, soybean meal, tallow and groundnut oil. Requests replies from shippers or growers. N. V. Commissiehandel v/h JULIUS van Roosendaal (commission agent), Beursgebouw, Coolsingel, Rotterdam. WTD 3/15/65.

221 Broad Woven Fabric—Cotton

AUSTRALIA—Cotton upholstery material. Frank's Fabrics Pty., Ltd. (wholesaler, importer, indent agent), 187-191 Parramatta Rd., Camperdown, N.S.W. WTD 8/31/64.

FRANCE—Terry cloth. Etablissements Komar & Cie. (importer, dealer), 124 rue du Molinel, Lille (Nord). WTD 2/1/65.

223 Broad Woven Fabric—Wool

AUSTRALIA—Wool upholstery material. Frank's Fabrics Pty., Ltd. (importer, wholesaler, indent agent), 187-191 Parramatta Rd., Camperdown, N.S.W. WTD 8/31/64.

229 Textile Goods

AUSTRALIA—Vinyl and vinyl-coated upholstery material. Frank's Fabrics Pty., Ltd. (wholesaler, importer, indent agent), 187-191 Parramatta Rd., Camperdown, N.S.W. WTD 8/31/64.

FRANCE—Household linen. Etablissements Komar & Cie. (importer, dealer), 124 rue du Molinel, Lille (Nord). WTD 2/1/65.

249 Wood Products

FRANCE—Shoe forms and fittings; also lasts; request replies in French. Societe Angevine de Cuirs & Crepins (wholesaler), Seiches-sur-le-Loir (Maine-et-Loire). WTD 11/19/63.

264 Converted Paper, Paperboard Products

FRANCE—Waterproof paper for wrapping use; requests replies in French. Papiers R. Charpentier (dealer), 27 rue Madeleine Michelis, Neuilly s/Seine (Seine). WTD 12/22/64.

281 Industrial Chemicals

FRANCE—Dyes for the shoe industry; request replies in French. Societe Angevine de Cuirs & Crepins (wholesaler), Seiches-sur-le-Loir (Maine-et-Loire). WTD 11/19/63.

★★ PHILIPPINES—Trade Mission

General industrial chemicals such as caustic soda, soda ash, sulphur. Interested in exclusive representation. Philippine Industries, Inc. (indenter), R-201 Wilson Bldg., Juan Luna, Manila. WTD 4/8/64. TM 24.

282 Synthetic Materials

★★ PHILIPPINES—Trade Mission

Epoxy resins for coatings, floor cements. Republic Cement Corp. (importer, wholesaler), 21 E. de los Santos Ave., Makati, Rizal. WTD 9/7/63. TM 31.

283 Drugs

★★ PHILIPPINES—Trade Mission

Pharmaceutical preparations. Interested in exclusive representation. Philippine Industries, Inc. (indenter), R-201 Wilson Bldg., Juan Luna, Manila. WTD 4/8/64. TM 28.

Top line of veterinary chemicals such as serums, vaccines, vitamins, other nutritional additives. Shell Chemical Co. (Philippines), Inc. (importer), 141 Ayala Ave., Makati, Rizal. WTD 1/18/64. TM 44.

284 Soaps, Detergents, Cleaning Preparations

★★ PHILIPPINES—Trade Mission

Household insecticides, fungicides; household chemicals. Alpha Deutsche Refinery Corp. (wholesaler, retailer), 3rd Fl., Far East Bldg., Intramuros, Manila. WTD 5/19/64. TM 34.

287 Agricultural Chemicals

★★ PHILIPPINES—Trade Mission

Importer-wholesaler of veterinary products interested in expanding lines to include, on agency basis, allied agricultural chemical products which could be sold to its veterinary-products customers. Cashman-Link, Inc. (importer, wholesaler), 1010 Pasong Tamo, Makati, Rizal. WTD 11/21/64. TM 20.

Agricultural fertilizers, chemicals. Interested in exclusive representation. Philippine Industries, Inc. (indenter), R-201 Wilson Bldg., Juan Luna, Manila. WTD 4/8/64. TM 30.

302 Rubber Footwear

FRANCE—Rubber boots; request replies in French. Societe Angevine de Cuirs & Crepins (wholesaler), Seiches-sur-le-Loire (Maine-et-Loire). WTD 11/19/63.

306 Fabricated Rubber Products

FRANCE—Rubber sheets; molded rubber products; rubber heels and soles and related shoemaking and repairing materials; request replies in French. Societe Angevine de Cuirs & Crepins (wholesaler), Seiches-sur-le-Loire (Maine-et-Loire). WTD 11/19/63.

307 Plastic Products

AUSTRALIA—Soft plastic goods, especially shower curtain material. Frank's Fabrics Pty., Ltd. (importer, wholesaler, indent agent), 187-191 Parramatta Rd., Camperdown, N.S.W. WTD 8/31/64.

FRANCE—Plastic for the shoe industry; requests replies in French. Societe Angevine de Cuirs & Crepins (wholesaler), Seiches-sur-le-Loir (Maine-et-Loire). WTD 11/19/63.

311 Leather Tanning, Finishing

FRANCE—Leather for the manufacturing of garments, shoes, handbags and other fancy-leather goods; requests replies in French. Societe Angevine de Cuirs & Crepins (wholesaler), Seiches-sur-le-Loir (Maine-et-Loire). WTD 11/19/63.

313 Boot, Shoe Cut Stock, Findings

FRANCE—Leather heels, soles, and other shoe cut stock and findings for the manufacturing of shoes; requests replies in French. Societe Angevine de Cuirs & Crepins (wholesaler), Seiches-sur-le-Loir (Maine-et-Loir). WTD 11/19/63.

316 Luggage

FRANCE—Brief-cases, attache-cases, bags, and all leather articles for travelling; requests replies in French. Societe Angevine de Cuirs & Crepins (wholesaler), Seiches-sur-le-Loir (Maine-et-Loir). WTD 11/19/63.

317 Handbags, Personal Leather Goods

FRANCE—Women's handbags, purses, and all small personal leather articles; requests replies in French. Societe Angevine de Cuirs & Cre-

pins (wholesaler), Seiches-sur-le-Loir (Maine-et-Loir). WTD 11/19/63.

321 Flat Glass

★★ PHILIPPINES—Trade Mission

Manufacturer of mirrors, table glass, glass show cases wishes to expand present line by obtaining distributorship for glass plate. Pacific Glass Corp., P & M Bldg., 2129 Pasong Tamo, Makati, Rizal. WTD 9/26/64. TM 8.

322 Glass, Glassware, Pressed or Blown

PHILIPPINES—Table glassware. James Ang An King, General Manager, Eurasian-American Commercial (indentor), 712 Pacific Bldg., 460 Rosario, Box 1118, Manila. WTD 3/17/65.

326 Pottery, Products

★★ PHILIPPINES—Trade Mission

Porcelain wares. Interested in exclusive representation. Philippine Industries, Inc., (indenter), R-201 Wilson Bldg., Juan Luna, Manila. WTD 4/8/64. TM 27.

335 Rolling, Drawing, Extruding Nonferrous Metals

PHILIPPINES—Copper tubing. James Ang An King, General Manager, Eurasian-American Commercial (indentor), 712 Pacific Bldg., 460 Rosario, Box 1118, Manila. WTD 3/17/65.

★★ PHILIPPINES—Trade Mission

Welding rods. Agency or distributorship. Quality Factors Co. (importer), Rm. 514, Alliance Bldg., Rosario St., Manila. WTD 10/17/64. TM 12.

342 Cutlery, Hand-Tools, General Hardware

FRANCE—Furniture hardware, including casters, crib rods, floor-protective devices, swivel chair irons, table slides, any other articles suitable for utilization by furniture manufacturers. Cabinet-makers' hand tools, light-duty electric machines. Agency for France or section thereof. Requests descriptive literature with replies. Amanieu, Blicher, Chabriere, Jean et Henry (sales agents), 74 Ave. Jean-Jaures, Pessac, Gironde. WTD 3/30/65.

★★ PHILIPPINES—Trade Mission

Building hardwares, including hand tools, plumbing fixtures, pipe, fittings. Agency or distributorship. Quality Factors Co. (importer), Rm. 514, Alliance Bldg., Rosario St., Manila. WTD 10/17/64. TM 9.

343 Heating Apparatus, Plumbing Fixtures

★★ PHILIPPINES—Trade Mission

Water tap filters—type, that screws on end of water faucet. Requests replies from manufacturers. Pacific Glass Corp. (wholesaler), 2129 Pasong Tamo, Makati, Rizal. WTD 9/26/64. TM 43.

344 Fabricated Structural Metal Products

AUSTRALIA—Boiler parts, attachments, power, steel, feed pumps. Bourke & Radford (Eng) Pty. Ltd. (engineers, manufacturers' representative), 1-9 Gould Rd., Herston, Brisbane, Queensland. WTD 8/13/64.

351 Engines, Turbines

AUSTRALIA—Diesel engines, 300-500 h.p. to 1,500 h.p. Commercial and Industrial Air Conditioning Pty., Ltd., 122 Arthur St., North Sydney, N.S.W. Attn: J. Nahum. WTD 3/18/65.

Steam turbines for installation in power houses. Bourke & Radford (Eng) Pty., Ltd. (engineers, manufacturer), 1-9 Gould Rd., Herston, Brisbane, Queensland. WTD 8/13/64.

PHILIPPINES—Gasoline and diesel engines. Go Tong, Manager, Go Tong Electrical Supply Co. (importer, wholesaler, retailer), 1509-1513 Soler, Box 2185, Manila. WTD 5/23/64.

Diesel engines from 20 h.p. to 500 h.p. L. M. Valmores, General Manager, Machinery & Equipment Division, Engineering Equipment, Inc. (importer, wholesaler, indentor), 820 Marques de Comillas, Box 1386, Manila. WTD 9/28/64.

352 Farm Machinery, Equipment

AUSTRALIA—Tractors and general lines of agricultural equipment. Walker Car Sales Pty., Ltd., P.O. Box 366, Haymarket, Sydney, N.S.W. WTD 3/18/65.

★★ PHILIPPINES—Trade Mission

Lawn mowers, garden tools. Agency or distributorship. Quality Factors Co. (importer), Rm. 514, Alliance Bldg., Rosario St., Manila. WTD 10/17/64. TM 10.

353 Construction Machinery

★★ PHILIPPINES—Trade Mission

Fork lift trucks, cranes, tow motors, trailers, floating cranes, trucks with ½-ton to 10-ton capacity. Luzon Stevedoring Corp., Port Area, Manila. WTD 1/15/65. TM 23.

354 Metalworking Machinery

AUSTRALIA—All types of machine tools. Bourke & Radford (Eng) Pty., Ltd. (engineer, manufacturers' representative), 1-9 Gould Rd., Herston, Brisbane, Queensland. WTD 8/13/64.

★★ PHILIPPINES—Trade Mission

Welding tools. Agency or distributorship. Quality Factors Co. (importer), Rm. 514, Alliance Bldg., Rosario St., Manila. WTD 10/17 64. TM 11.

SWITZERLAND—Small steel cutters, electric. Afrocommerce S.A. (manufacturers' representative), P.O. Box 2, 5400 Ennetbaden. WTD 3/25/65.

355 Special Industry Machinery

AUSTRALIA—Textile machinery and accessories, including looms, knitting machinery, hosiery machinery, dyeing machinery, braiding machines and spinning equipment (specifications would vary to meet end-users' requirements). Vance & McKee Pty., Ltd. (importer, indent agent), 352 Kent St., Sydney, N.S.W. WTD 3/18/65.

Industrial chemical equipment. Bourke & Radford (Eng) Pty., Ltd. (engineer, manufacturers' representative), 1-9 Gould Rd., Herston, Brisbane, Queensland. WTD 8/13/64.

FINLAND—Machinery, equipment, other commodities suitable for use in paper, pulp processing. Request full details, brochures, prices, terms. Oy Teknolux Ab (commission agent), Mannerheimintie 18, Helsinki. WTD 3/25/65.

FRANCE—Woodworking machines (except auto-nailers). Societe F.E.R.E. (manufacturer, dealer), 17bis/25 blvd. Jeanne-d'Arc, Montreuil-Sous-Bois (Seine). WTD 1/26/65.

GERMANY—Portable electric drills for home workshops and related tools. H. Brennenstuhl-Apparate (exporter, importer, wholesaler), 7401 Pfrondorf (Wuertt) near Tuebingen/Neckar, Albstrasse 24-26. WTD 3/22/65.

★★ PHILIPPINES—Trade Mission

Pharmaceutical equipment. Interested in exclusive representation. Philippine Industries, Inc. (indenter), R-201 Wilson Bldg., Juan Luna, Manila. WTD 4/8/64. TM 29.

Food processing, packaging equipment; chemical processing equipment. Interested in supplementing present lines. Requests replies from manufacturers. Edward J. Nell Co. (importer, wholesaler), P.O. Box 612, St. Lucia Cor. Anda St., Intramuros, Manila. WTD 11/16/63. TM 4.

356 General Industrial Machinery

FRANCE—Filters, industrial (except water). Herfilco Cominex (manufacturer, importer), 76 blvd. Victor-Hugo, Clichy (Seine). WTD 1/22/65.

358 Service Industry Machines

AUSTRALIA—Water treatment equipment, i.e., water softeners. Bourke & Radford (Eng.) Pty., Ltd. (engineers, manufacturers representative), 1-9 Gould Rd., Herston, Brisbane, Queensland. WTD 8/13/64.

Air-conditioning equipment, medium-to large-scale, requiring specialized installation and maintenance. Commercial and Industrial Air Conditioning Pty., Ltd., 122 Arthur St., North Sydney, N.S.W. Attn: J. Nahum. WTD 3/18/65.

Grillers, for hot dogs, for hamburgers; electric rice cookers; doughnut making machines (counter size for chain stores). Fortune (Overseas), Ltd. (importer, wholesaler, manufacturer), Daking House, Rawson Pl., Sydney, N.S.W. WTD 3/24/65.

ITALY—Commercial extractors, washing, dry cleaning machines. Termotecnica Calor (agent), Via Giovanni da Procida 11, Milan. WTD 11/27/63.

SWITZERLAND—Water softening apparatus. Afrocommerce S.A. (manufacturers' representative), P.O. Box 2, 5400 Ennetbaden. WTD 3/25/65.

362 Electrical Industrial Apparatus

PHILIPPINES—Electric motors, single-phase. Go Tong, Manager, Go Tong Electrical Supply Co. (importer, wholesaler, retailer), 1509-1513 Soler, Box 2185, Manila. WTD 5/23/64.

363 Household Appliances

ITALY—Household washing machines. Termotecnica Calor (agent), Via G. da Procida 11, Milan. WTD 11/27/63.

SWITZERLAND—Mixers; other small electric household utensils. Afrocommerce S.A. (manufacturers' representative), P.O. Box 2, 5400 Ennetbaden. WTD 3/25/65.

364 Electric Lighting Equipment

AUSTRALIA—Lighting fixtures for water craft, viz. search lights and florescent, incandescent lights. Prouds (Overseas), Pty., Ltd. (importer, wholesaler, retailer), 35 Pitt St., Sydney, N.S.W. WTD 3/23/65.

367 Electronic Components, Accessories

AUSTRALIA—Power station equipment and supplies for installation in power houses. Bourke & Radford (Eng) Pty., Ltd. (engineer, manufacturers' representative), 1-9 Gould Rd., Herston, Brisbane, Queensland. WTD 8/13/64.

372 Aircraft, Parts

GERMANY—Aircraft engine parts, aircraft propellers; fob factory U.S. Dudeins Industrie-Geraete Handelsgesellschaft mbH (wholesaler, agent, importer), 40 Brehmstr., 4 Duesseldorf. WTD 3/15/65.

375 Motorcycles, Bicycles, Parts

PHILIPPINES—Collapsible portable scooters for travelers. Jose P. Catindig, Executive Director, Agricom Development Co., Inc. (manufacturer, indentor), 233 San Rafael, Box 283, Manila. WTD 11/21/64.

381 Engineering Laboratory, Scientific Instruments

★★ PHILIPPINES—Trade Mission
Laboratory equipment, supplies. Interested in exclusive representation. Philippine Industries, Inc. (indenter), R-201 Wilson Bldg., Juan Luna, Manila. WTD 4/8/64. TM 26.

382 Instruments for Measuring, Controlling and Indicating Physical Characteristics

AUSTRALIA—Marine instruments, including marine speedometers, protractors, parallel rulers, compasses, ship's barometers, echo sounders, and other chart room instruments. Prouds (Overseas) Pty., Ltd. (importer, wholesaler, retailer), 35 Pitt St., Sydney, N.S.W. WTD 3/23/65.

Combustion recorder-controller systems. Bourke & Radford (Eng) Pty., Ltd. (engineer, manufacturers representative), 1-9 Gould Rd., Herston, Brisbane, Queensland. WTD 8/13/64.

SOUTH AFRICA—Ultrasonic cleaning equipment for automobile and engineering purposes. Paragon Chemicals (Pty.), Ltd., (importer, manufacturer, sales agent), P.O. Box 17073, Hillbrow, Johannesburg. WTD 7/22/64.

SWITZERLAND—Laboratory testing, measuring equipment. Heberlein & Co. A.G. (manufacturers' representative, commission agent), 9630 Wattwil. WTD 3/25/65.

384 Surgical, Medical, Dental Instruments

★★ PHILIPPINES—Trade Mission
Scientific instruments. Interested in exclusive representation. Philippine Industries, Inc. (indenter), R-201 Wilson Bldg., Juan Luna, Manila. WTD 4/8/64. TM 25.

391 Jewelry, Silverware, Plated Ware

AUSTRALIA—Jewelry, men's and women's—all types, including brooches, earrings, bracelets, rings, pins, necklaces, hand bags, evening bags, cigarette cases, compacts, men's cufflinks, tiepins watch bands. H. H. Halls, Ltd. (importer, wholesaler), 50-54 York St., Sydney, N.S.W. WTD 3/22/65.

★★ PHILIPPINES—Trade Mission
Silverware, place settings, kitchen utensils, household goods; top quality lines. Oes Bazar (importer), 315 Nueva St., Manila. WTD 3/8/65. TM 32.

395 Pens, Pencils, Office, Artists' Equipment

AUSTRALIA—Prestige gift lines, including pens and pencils. H. H. Halls, Ltd. (importer, wholesaler), 50-54 York St., Sydney, N.S.W. WTD 3/22/65.

396 Costume Jewelry, Novelties, Buttons, Notions

AUSTRALIA—Jewelry, men's and women's—prestige lines, including brooches, earrings, bracelets, rings, pins, necklaces, handbags, evening bags, men's cufflinks, tiepins, watch bands. H. H. Halls, Ltd. (importer, wholesaler), 50-54 York St., Sydney, N.S.W. WTD 3/22/65.

FRANCE—Eyelets for the manufacturing of shoes; request replies in French. Societe Angevine de Cuirs & Crepins (wholesaler), Seiches-sur-le-Loir (Maine-et-Loire). WTD 11/19/63.

398 Manufacturing Industrial Products

AUSTRALIA—Gift Lines, including cigarette lighters, pipes, cocktail shakers, men and women's hair and clothes brushes. H. H. Halls, Ltd. (importer, wholesaler), 50-54 York St., Sydney, N.S.W. WTD 3/22/65.

Novelty trade promotion gift items. Fortune (Overseas), Ltd. (importer, wholesaler, manufacturer), Daking House, Rawson Pl., Sydney, N.S.W. WTD 3/24/65.

505 Farm Products—Raw Materials

AUSTRALIA—Raw cotton. Vance & McKee Pty., Ltd., 352 Kent St., Sydney, N.S.W. WTD 3/18/65.

509 Wholesaler Products

AUSTRALIA—Yarns, all types, natural and synthetic. Vance & McKee Pty., Ltd. (importer, indent agent), 352 Kent St., Sydney, N.S.W. WTD 3/18/65.

Italy announces NATO airport lighting project

The Italian Foreign Office has announced a NATO project (#217) for replacement and general overhauling of the lighting system at Cameri airfield.

The expected cost of the project is 38 million lire (1000 lire = $1.60).

U.S. firms eligible to participate in NATO International Competitive Bidding are requested to submit requests for bidding invitations (on a specially designated form) by April 27 to the Ministero Difesa Aeronautica, Direzione Generale Demanio, Ufficio Studi, 1a Sezione, Rome, Italy.

U.S. firms not already certified for NATO bidding should submit qualifications, brochure, and financial statement to the Trade Opportunities Staff, BDSA-6192, Department of Commerce, Washington, D.C. 20230.

The specially designated form necessary for the Italian project also is available from the Trade Opportunities Staff.

Thailand asks pre-qualifications and bids on 64-mile asphalt road

Thailand's Department of Highways invites pre-qualifications and bids on the intended construction of the two-lane asphalt Pattani-Narathiwat Highway in Southern Thailand.

The construction will cover approximately 64 miles in both flat and rolling country. Earthwork will include about 2% rock, and the work on this asphaltic concrete road will include sub-base and base courses, a concrete bridge and other structures.

Interested contractors, who have not previously submitted pre-qualification documents on highway projects, can obtain preliminary information and a "Contractors Qualification Data Sheet" from the Department of Highways, Bangkok.

The deadline is May 28 to submit completed data sheets.

Bid invitations are limited to contractor members of the International Bank for Reconstruction and Development. All previously qualified contractors who are interested in this road project, should submit any changes in the required data and confirm their interest in writing before the May 28 deadline.

Selected contractors, from the prequalified list, will have two months to submit bids.

Write: Department of Highways, Phya Thai Road, Bangkok.

India calls for tenders on microwave relay system

The Chief Signal & Telecommunication Engineer, Western Railway, has issued tender No. S&T/12, calling for furnishing and installing a microwave relay system, with about 18 hops, on the Broda and Ratlam Division of the Western Railway.

The system is to operate from station batteries, in the 7Gc/s range, with an ultimate capacity of 60 telephone channels, initially wired for 24 channels. CCIR and CCITT recommendation are to be followed.

Bids will be received until April 30 at the Office Chief Signal and Telecommunications Engineer, Western Railway, New Churchgate Station Bldg., Churchgate, Bombay 1, India, from which office copies of the tender may be obtained.

For loan copies of the tender document, **write:** Electronics Division, BDSA-6420, Rm. 4117, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-967-4036).

Iraq extends bid deadline on rebuilding irrigation scheme

Iraq's Directorate General of Irrigation, Ministry of Agrarian Reform, has extended the bid deadline for reconstructing the Diyala Weir (Lower Diyala Irrigation Project) to May 15 for Contract No. 8 (INTERNATIONAL COMMERCE, March 29, p. 47).

The Ministry has also issued Addendum No. 1 to the General Conditions book, one of the three-book set of documents. This set of books, including the contract and drawings is available to interested firms located in the U.S., for review only, from the Building Materials and Construction Industries Division, Room 4014, BDSA-6460, U.S. Department of Commerce, Washington, D.C. 20230. (202-967-3601).

Construction Projects

Reports from overseas on late building and construction.

BOLIVIA—A $2.6 million Inter-American Development Bank loan will help improve and expand the water system of Oruro, Bolivia.

The project will be carried out by Servicio Local de Acueductos y Alcantarillados de Oruro, an agency established to manage and maintain the system.

The loan will help finance an initial phase of the project which provides for expansion and improvement of intake facilities; expansion of primary transmission lines; storage tank repairs; installation of a new chlorination unit, and expansion of the distribution system, including new home connections.

A search also will be carried out for new underground water sources in the Paria Valley, 12 miles southeast of Oruro. If the search is successful, a second phase providing for building intake facilities in the valley, along with construction of primary transmission facilities to the city will be undertaken. A new intake facility will be built in the Desaguadero River, 14 miles south of Oruro, if no adequate sources are found.

Plans were prepared on the basis of studies made by the Deutsche Projekt Union, a consulting firm retained by the Bolivian Government to advise it in the preparation of economic and social development projects and provide training for Bolivian technicians. Financing for this technical assistance has been provided jointly by the Bank and the Governments of Bolivia, the U.S. and Germany.

Write: Servicio Local de Acueductos y Alcantarillados de Oruro, Bolivia.

CHAD—Construction of the new passenger terminal at Fort Lamy Airport is expected to begin in six to seven months and will be completed in 1966.

The new building, replacing a structure built during World War II, will be financed by French Foreign Aid Organization and a loan from the Banque Centrale of the Equatorial Customs Union states. The loans will be paid off in part by increased taxes on departing passengers. The tax has recently been raised to $6 for each passenger departing for a non-African destination.

COSTA RICA—(100 Colon = $15.00). Costa Rica's first modern wholesale produce market will be built as an Alliance for Progress project with a $650,000 development loan from the Agency for International Development.

The market, to be erected on a five-acre site donated by San Jose, will be operated as a non-profit municipal project. Eventually it will become self-supporting and self-governing.

Total cost of the market project is $982,000, including Costa Rica's contributions in land and currency equivalent to $332,000. San Jose also will provide the market's working capital needs until the project becomes self-supporting through income from rentals and fees.

The AID loan will help finance the market's design, construction, staffing and equipment, including modern refrigeration and packing rooms. About 10% of AID loan funds will pay for services of U.S. marketing technicians to work with and train Costa Rican personnel.

GREECE—(100 drachmas = $3.35). Enlargement of the Corinth Canal, which cuts across the four-mile neck of land connecting Greece's mainland with the Peloponnesus, has been proposed by the president of the Piraeus Port Authority (OLP) in a memorandum to the Greek Government.

The memorandum calls for doubling the canal's width from 24 meters to 45-50 meters and increasing its depth from 8 meters to 12-12.5 meters, at an estimated cost of nearly $33.3 million.

The canal is controlled by the New Corinth Canal Co., an independent private company in which the Government holds 30% and the quasi-Governmental National Bank of Greece holds 40% of the share capital of $821,333. The balance is held by Greek nationals and by foreigners. The company's concessions expires in 1980.

The memorandum suggests various ways in which the expansion of the canal might be financed, on the assumption that the New Corinth Canal Co. could not finance the project from its own resources. The alternatives all envisage nationalization of the company as a first step.

The administration of the canal could be placed under the OLP, which has access to various sources of private and official financing that may prove adequate for the project or under a Government agency which would seek financing from the International Bank for Reconstruction and Development. Another alternative would place administration under a Government agency which would hold an international tender for the long term operation of the canal by a private company undertaking the project's financing.

The Government has announced that the Ministry of Public Works has set up a committee to study the proposals.

HONDURAS—(100 lempiras = $50). Construction of a 125-mile highway between Tegucigalpa and San Pedro Sula will be financed with a $10 million loan approved by the Inter-American Development Bank.

The loan will finance 41% of the cost of a project to construct a section of the Northern Highway between Rio del Hombre, 12 miles northeast of Tegucigalpa, and Potrerillo, 19 miles south of San Pedro Sula. The project also includes construction of a bridge over the Ulua River, three miles from Potrerillo.

The two-lane, asphalt highway will form part of the transcontinental system contemplated in the Central American Regional Highway Program. The system will link Puerto Cortes, on the Atlantic Coast with the Pan American Highway and the Gulf of Fonseca on the Pacific.

Total cost of the project is estimated at $24.5 million. In addition, 39% of the cost is being provided by a $6 million loan from the World Bank and a $3.5 million credit from the International Development Association. The remaining 20% is being provided by the Honduras Government.

All bidding will be done on the basis of International Competitive Bidding.

Write: Ministry of Communications, Tegucigalpa, Honduras.

IRAQ—(1 dinar = $2.80). The Government has signed a contract with the Finnish firm Imatran Voima for engineering and supervision of construction of the Eski Mosul Dam.

The consultants had been chosen by the Economic Planning Board from 10 bidders, including two U.S. firms. Estimated cost of the project is ID 60-70 million.

ITALY—(1000 lire = $1.60). The basic communications needs of Sicily are to be met through construction of several major roads. Work on the Palermo-Catania and Messina-Catania express highways starts this spring and may be finished in four years. Studies on the feasibility of the long-planned Messina Straits Bridge are being made now, although construction is many years away.

ANAS, the national highway agency, approved the Palermo-Catania Highway project in 1958. ANAS expects to invite national bids shortly for the construction of the first three stretches of the 187-kilometer highway. Completion is planned for 1968.

ANAS also recently approved the plan of the Consorzio per l'Autostrada Messina-Catania for the 68 kilometer Messina-Catania Highway. Work is expected to begin soon, and it should take four years. The Consorzio is a cooperative that includes the chambers of commerce and city and provincial governments of Messina and Catania, plus other local public and private organizations. The cost is estimated at 59 billion lire, and the Cassa per il Mezzogiorno and (to a lesser extent) the national government will also participate. The Consorzio will handle construction under ANAS supervision.

Serious feasibility studies are being made on a bridge over the Straits of Messina. The Minister of Public Works recently formed a technical committee to look into the possibility, and the press has reported that the project may be included in the national five-year development plan. The Gruppo Ponte di Messina has chartered two French oceanographic ships to make surveys of the straits' geology and currents. The results of the studies now under way will be in over a year. The Gruppo has also asked the U.S. engineering firm Sverdrup & Parcel of St. Louis to plan a suspension bridge. The cost of the project is estimated at about $400 million.

KUWAIT—(1 dinar = $2.32) The Government of Kuwait plans a waterfront development project costing about $45 million, a passenger terminal for Kuwait's new International Airport, and a project to pipe 120 million gallons of water a day from the Shatt-al-Arab in Iraq to Kuwait at an estimated construction cost of about $100 million.

To take advantage of construction opportunities in Kuwait, U.S. firms must be in partnership with or sponsored by a Kuwaiti contractor. Deadlines on Government tenders are often quite short so that only firms already established in Kuwait can bid effectively.

At present six U.S. construction companies are in partnership with local contractors for general construction work. U.S. companies interested in exploring the possibilities of establishing a partnership in Kuwait should write the Department of Commerce, Commercial Intelligence Division, Washington, D.C. 20230.

MOZAMBIQUE—The contract for construction of a sugar terminal in Lourenco Marques has been awarded to the firm Construcoes Metalo-Mecanicas, Lda., MAGUE, Alverca do Ribatejo, Portugal. The cost is estimated at about $2.3 million. The deadline for the construction was set for July 31, 1966, but MAGUE technicians hoped to begin work last month so as to have the Sugar Terminal ready for operations in April, 1966, without the two silos for storage of up to 80,000 tons of bulk sugar which will be completed subsequently.

MAGUE reportedly will use Mozambique construction materials and labor, but some of the equipment will be imported from Portu-

gal and France. A French firm identified as PIC, of Fontainebleau will act as consultant in the installation of facilities.

SWITZERLAND—(100 Franc = $23.20). Four major Zurich retail organizations (Jelmoli, Globus, Konsumverein Zurich, and Migros-Genossenschafts-Bund), each of which carries U.S. products, have formed a corporation to act as the authority to plan and construct Zurich's first large retail shopping center.

In the fall of 1963, officials of the participating organizations toured the U.S. to study shopping centers. Land has been purchased in the suburb of Wallisellen, and the response from other firms to the corporation's invitation to participate reportedly has been excellent. At present, close to 50 retail units hope to establish an outlet at the shopping center.

The organization planning the center faces several obstacles which may delay or prevent construction, but the organization is making representations to local and national government officials with the hope that construction can be authorized.

New Trade Lists

The Bureau of International Commerce has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from BIC-8120, Department of Commerce, Washington, D. C., 20230, and from Department of Commerce Field Offices. The price is $1 a list for each country.

Most of these lists are prefaced by a brief review of basic trade and industry data collected in making the compilations. All are dated March.

Electronic equipment for home entertainment, phonograph records, and pre-recorded magnetic tape importers, dealers and manufacturers—Haiti.

Electronic equipment for home entertainment, phonograph records and pre-recorded magnetic tape importers, dealers and manufacturers—Honduras, March.

Feedstuff importers, dealers and manufacturers—France.

Hardware importers and dealers—Hong Kong, March.

Machinery, equipment and supplies, electrical importers and distributors—Lebanon.

Machinery and equipment, farm importers, dealers and manufacturers—Algeria.

Sporting goods, toys and games importers and dealers—Greece.

Pack up your new kit bags and ship them to Iraq

The Government of Iraq, through its Directorate of Contracts & Purchases, Ministry of Defense, Baghdad, has issued Tender Number ORD/28/1965 for 25,000 kit bags and 25,000 mosquito nets, with a bid deadline of May 26, 1965.

Copies of the tender and terms are available on a loan basis to firms located in the U.S. from RLAPD, BDSA-6290, Department of Commerce, Washington, D.C. 20230 (Area code 202-WO 7-5103).

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated.

AUSTRALIA—L. Aitken, Aitken Spares, Pty., Ltd., 321 Princes Highway, Banksia, N.S.W., **interested in negotiating agency agreements with manufacturers, suppliers of motor spare parts, accessories.** April 28 via Los Angeles for six weeks. C/o Mrs. Clark, 1114 Second Ave., New York, N.Y. Itinerary: Los Angeles, San Francisco, Chicago, Indianapolis, New York. WTD 3/6/64.

Frederick Neufeld, Fabrics Australia, Pty., Ltd., A.C.A. Bldg., King & George Sts., Sydney, N.S.W., **interested in all types of piece goods, soft furnishings, especially upholstery materials, manchester goods.** April 26 via San Francisco for two weeks. Itinerary: San Francisco, c/o Bank of America, National Trust & Savings Assn.; Boston, c/o American Express Co.; Philadelphia, c/o First Pennsylvania Banking & Trust Co.; New York, c/o Chase Manhattan Bank. WTD 3/29/65.

BELGIUM—Roland Vercruysse, S.P.R.L. Captain, Varendrieskouter, Drongen (Ghent), **interested in contacting U.S. importers of high quality sports, leisure wear for men, boys; eventually to appoint agents, U.S. manufacturers, exporters of high quality fabrics.** April 18 via New York for three weeks. C/o Department of Commerce field offices in cities to be visited. Itinerary: New York April 18 thru 21, Chicago April 21 thru 26, Kansas City April 26 thru 28, San Francisco April 28 thru May 3, Los Angeles May 3 thru 6.

Willem Uyterhoeven, representing S.A. Forges, Usines & Fonderies de Gilly, 91 chaussee de Charleroi, Gilly, **interested in foundry, general mechanical, machine tool technical and/or financial agreements with U.S. firms.** April 8 via New York for two weeks. C/o Prof. H. E. R. Uyterhoeven, Harvard-Morris House 31, Soldiers Field, Cambridge, Mass. Itinerary: New York; Canton, Ohio; Boston; Cleveland; Washington; Rockford, Richmond, Indiana. WTD 12/9/63.

CHILE—Anselmo Meza B., representing Iunge y Meza Ltda., Avda. Fermin Vivaceta 4120, Santiago (Comuna de Conchali), **interested in agency or licensing arrangements for incinerators, oil burners, requesting technical information on those products and smoke, air pollution.** April 22 via Chicago for 25 days. C/o Chilean Consulate, 61 Broadway, New York, N.Y. Itinerary: Chicago; Cleveland, Toledo, Bedford, Ohio; Pittsburgh; New York; Hartford; Cincinnati. WTD 3/30/65.

GERMANY—Helmut Uhlich, representing Mueller & Dintelmann, 9, Zeiss-Strasse, Hannover, Doehren, **interested in contacting manufacturers of floor covering and in studying distribution methods.** April 26 via New York for three weeks. C/o German American Chamber of Commerce, 666 Fifth Ave., New York 19, N.Y. Itinerary: New York, Miami, other East Coast cities as required. WTD 6/5/64.

JAPAN—10-man electronic components industry study team, composed mainly of small electronic components manufacturers, headed by Takeshi Nishimura, President, Nishimura Musen Denki Co., Ltd., 21, Ohwada-machi, Shibuya-ku, Tokyo, **interested in meeting U.S. counterparts for direct trading, licensing arrangements.** April 21 through May 25 via San Francisco. C/o S. Osakatani, Mgr., Japan Productivity Center, Suite 338, 1001 Connecticut Ave., NW., Washington, D.C. 20036. Itinerary: San Francisco, Los Angeles, Chicago, Indianapolis, Boston, New York, Washington.

Tooru Kubo, leader of five-man Central Japan Small and Medium Size Industry Team, c/o Chubu Productivity Center, 1, 4-chome, Oike-cho, Naka-ku, Nagoya, **interested in visiting small, medium sized machine, metal working companies.** May 4 via New York for 18 days. C/o Prince George Hotel, 14 East 28th St., New York 16, N.Y. Itinerary: New York, Washington, Buffalo, Chicago, San Francisco, Los Angeles, Honolulu.

PAKISTAN—Musafar Hussain, Planning Commission, Government of Pakistan, Karachi, **interested in Government manufacture of men's underwear, handkerchiefs, socks, stockings, brassieres, extruded plastic pipe, polyethylene foam and seeking collaboration with technical know-how for manufacture of any or all of above products.** April 1 via New York for three weeks. C/o C. H. Robinson and Co., Inc., 200 Park Ave., New York, N.Y. Itinerary not yet determined.

Wazir Ali, Vice Chairman, Export Promotion Bureau, Government of Pakistan, Tughlaq House, Karachi, **interested in meeting representatives of U.S. business organizations interested in participating in Pakistan International Fair, 1966,** learning of and if possible making contacts with universities and organizations interested in the study of the history and culture of Pakistan. April 28 via New York City, through May 11. C/o Pakistan Consulates General in New York, San Francisco, Pakistan Embassy, Washington, D.C. Itinerary: New York, Washington, Chicago, San Francisco.

PHILIPPINES—Jose S. Orosa, United Traders & Manufacturers, Inc., Rm. 224, Bank of P.I. Bldg., Plaza Cervantes, Manila, **interested in exporting industrial chemicals.** April 28 via New York City for 11 days. C/o Department of Commerce Field Office, New York. Itinerary: New York. WTD 10/5/64.

PORTUGAL—Manuel da Silva Costa, representing Frederico Bonet, Lda., Rua de Acucar no. 82, Lisbon 6, **interested in importing glassware, medical products, household appliances.** First part of April via New York for 30 days. Itinerary: New York, Columbus, Ohio, Cleveland, Boston. WTD 1/14/63.

Turks ask bids on diesel generators, accessories

The Iller Bankasi Genel Mudurlugu, Ankara has issued a request to bid with deadline of May 6, for 18 diesel generator sets from 55 to 500 kva, 400/231 volts plus circuit breakers, high voltage load break switches, kwh meters, voltmeters, lightning arrestors and auxiliaries. Specifications are available from the above for approximately $11 per copy.

One copy of specification is available, for review only, from the Power and Electrical Equipment Division, Room 4124, BDSA-6430, Department of Commerce, Washington, D.C. 20230. (202-WO 7-4242.)

New Books and Reports

World markets reviewed

The recently-published Overseas Business Report on **Market Profiles for the Far East** (OBR 65-12) is the first in a series reviewing all the Free World geographic areas covered by the Bureau of International Commerce. During the spring and summer, BIC is scheduled to publish market profiles for Africa, Europe, Latin America, and the Near East/South Asia. Reports will be publicized on this page as they become available. Each booklet contains one-page summaries of the economies of each country in that particular area.

Single page reprints for each individual country will be available on request from the Bureau of International Commerce, U.S. Department of Commerce, Washington, D.C. 20230.

The series will be repeated and brought up to date each year.

Overseas Business Reports are priced at 15 cents apiece and can be ordered from any Commerce Field Office or the Superintendent of Documents, GPO, Washington, D.C. 20402.

Subscribers to this magazine may obtain without charge a single copy of an Overseas Business Report by making a specific written request, including the OBR number, to the Sales and Distribution Section, Department of Commerce, Washington, D.C., 20230.

Such requests must be received not more than 15 days after the publication date of the issue of *International Commerce* in which the requested OBR was listed.

***SEIBT—Export Directory of German Industries, 17th Edition.* Seibt-Verlag, Munich. 1934pp. $15 (postpaid).**

An alphabetical and classified directory of German manufacturers, exporters, importers and service industries. It lists more than 70,000 products and approximately 250,000 sources of supply. The directory has a special section which lists trade marks and trade names.

Write: Seibt-Verlag, 1 Anzingerstrasse, 8000 Munich 8, Germany.

***Commercial and Financial Dictionary.* By J. V. Servotte. Simmons-Boardman Publishing Corp., New York. 955pp. $12.50.**

A dictionary of commercial, financial, economic and legal terms and phrases designed to locate needed phraseology in any of four languages—English, German, French and Dutch. Material covers importing, exporting, banking, finance, commercial transactions, legal matters, shipping and transportation.

More than 22,000 terms are listed. Parallel tables give equivalent terms in each language. Appendices provide a standard for correct usage for addresses, business correspondence, abbreviations. Full-color end paper maps show major world air routes.

Write: Simmons-Boardman Publishing Corp., 30 Church Street, New York, N.Y. 10007.

***International Marketing.* By John Fayerweather. Prentice-Hall, New York. 120pp. $1.75.**

Mr. Fayerweather describes the global marketing enterprise, the reasons nations trade, the economic and cultural roots of marketing systems, what and how consumers buy, matching product to market, the role of the distribution system, promotion and market research, and the total marketing program.

Write: Prentice-Hall, Inc., Englewood Cliffs, New Jersey, 07632.

***Antwerp Yearbook: 1965.* Published by the Antwerp Chamber of Commerce. 366pp.**

A listing of Antwerp's manufacturers, importers, exporters and service industries. Written in Dutch and Flemish.

Write: Antwerp Chamber of Commerce, Jan Van Rijswijcklaan, 191, Antwerp.

***Trade Directory of Malta: 1965.* Diplomatic Press and Publishing Co., London. 88pp. $2.80 (postpaid).**

Designed for the business executive, the directory describes Malta's industries, development plan, foreign trade, Trade Fair, finance and banking, and transport and communications. It lists all Chambers of Commerce, Industrial and Trade Associations, and contains a classified listing of all Maltese business firms.

Write: The Diplomatic Press and Publishing Co. (DIPREPU), 13, Cotswold Gardens, London, N.W. 2.

Jordan and Kuwait

New annual economic summaries covering economic and commercial developments in Jordan and Kuwait during 1964, prepared by the U.S. Embassies in the respective countries, are available on a loan basis.

Write: OIRE, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

***West Indies and Caribbean Year Book—1965 (36th Ed.).* Thomas Skinner & Co. (Publishers) Ltd., London. 943 pp. $14 (postpaid).**

A general directory covering the Caribbean islands, Bermuda, the Guianas, Surinam, Venezuela, Colombia and Central America. It is divided into country or area sections.

Names of commercial firms, service organizations and professional men are grouped under classified headings within each section. Included also are details concerning administration, finance, agriculture and other resources, industries, and attractions and facilities for tourists.

Other sections provide alphabetical listings of steamship companies and airlines with the addresses of head offices, branch offices and local agents, information on port facilities and the names and addresses of British, European, Canadian and U.S. exporters, grouped under classified headings.

Write: Thomas Skinner & Co. (Publishers) Ltd., 111 Broadway, New York 6, N.Y.

***Federation of British Industries Register of British Manufacturers: 1965 (37th Ed.)* Thomas Skinner & Co., Publishers, London. 125pp. $8.40 (postpaid).**

An alphabetical and classified directory listing the members of the Federation of British Industries. It is divided into eight tabbed sections with table of contents in front. In addition to information such as telegraphic addresses, telex and telephone numbers, the publishers have included in many cases details of subsidiary companies, branch offices, overseas agents, directors' names, and trade names.

Write: Thomas Skinner & Co. (Publishers), Ltd., St. Alphage House, Fore Street, London E.C.2.

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Calendar *for international traders*

April

19—FCIA Workshop for insurance brokers, agents, international bankers, 9 a.m., Hotel Everglades, **Miami.** Sponsors: Foreign Credit Insurance Assn.; Field Office, Department of Commerce.

19—FCIA Workshop for insurance brokers, agents, internatinonal bankers, 9 a.m., Field Office, **Kansas City, Mo.** Sponsors: Foreign Credit Insurance Assn.; Field Office, Department of Commerce.

20—Foreign Traders Assn. of Philadelphia, Inc., Pan American Week meeting, Sheraton Hotel, **Philadelphia.**

20—Businessmen's Consultations with members U.S. Trade Mission to Philippines, St. Regis Hotel, **New York.** Sponsors: Philippine-American Chamber of Commerce; Philippine Assn.; Field Office, Department of Commerce.

20—Foreign Trade Bureau, Chamber of Commerce, dinner, 6:30 p.m., Roosevelt Hotel, **Cedar Rapids, Iowa.**

20—All-day FCIA Workshop, New Federal Bldg., **St. Louis.** Sponsors: FCIA; Marine Insurance Underwriters; REEC.

20—In-Office Workshop for New Exporters, Federal Office Bldg., **Kansas City, Mo.** Sponsors: REEC; Field Office, Department of Commerce.

20—Export Expansion Seminar, **Orlando, Fla.** Sponsors: Central and North Florida REEC; Mid-Florida Technical Institute; Field Office, Department of Commerce.

20—"The How of Exporting," Rotary Club luncheon, **Altoona, Pa.**

20—FCIB Hardware-Automotive & Allied Trades Group luncheon-meeting, 12:30 p.m., Advertising Club, **New York.**

20—Public Relations Society of New York, Film Counselors Auditorium, **New York.** Speakers: James G. Morton, Special Assistant to the Secretary of Commerce for Public Affairs; Eugene M. Braderman, Director, Bureau of International Commerce.

20—Detroit Area Conference on Industrial Modernization, Cobo Hall, **Detroit.** Speaker: George Donat, BDSA Administrator. Sponsor: Department of Commerce.

20—Illinois Manufacturers Assn., Overseas Investment Luncheon, Pick Congress Hotel, **Chicago.**

20—Utah Export Expansion Conference, Hotel Utah, **Salt Lake City.** Speaker: Daniel L. Goldy, National Export Expansion Coordinator. Sponsors: College of Business, University of Utah; Chambers of Commerce; Rotary Club; Utah Committee on Industrial and Employment Planning; Utah Manufacturers Assn.; World Trade Assn. of Utah; Field Office, Department of Commerce; REEC.

20—Shaker Heights Kiwanis, monthly meeting, Brown Derby Restaurant, **Cleveland.**

21—In-Office Export Conference, Field Office, **Minneapolis.** Sponsors: Field Office, Department of Commerce; REEC.

21—In-office Export Finance and Insurance Seminar Field Office, **San Francisco.**

21—In-Office Meeting on Export Terms, 10 a.m. Field Office, **Philadelphia.** Sponsor: Field Office, Department of Commerce.

21—FCIA Workshop for insurance brokers, agents and international bankers, 9 a.m., Monteleone Hotel, **New Orleans.** Sponsors: Foreign Credit Insurance Assn.; Field Office, Department of Commerce.

21—FCIA Workshop for insurance brokers, agents and international bankers, 9 a.m., George Washington Hotel, **Jacksonville, Fla.** Sponsors: Foreign Credit Insurance Assn.; Field Office, Department of Commerce.

21—FCIA Workshop for insurance brokers, agents and international bankers, 9 a.m., Tradeway Inn, **Niagara Falls, N.Y.** Sponsors: Foreign Credit Insurance Assn.; Field Office, Department of Commerce.

22—20th Annual Cleveland World Trade Conference, 8:30 a.m.-9 p.m., Sheraton Hotel, **Cleveland.** Speaker: Daniel L. Goldy, National Export Expansion Coordinator. Sponsors: Cleveland World Trade Assn.; Chamber of Commerce.

22—12th Annual New England World Trade Day Conference, Sheraton Boston Hotel, **Boston.** Sponsors: International Trade Assn. of New England, Inc.; Pan American Society of New England, Inc.; REEC; Field Office, Department of Commerce.

22—In-Office Meeting, Field Office, **Chicago.**

22—World Trade Club annual "Port of New Orleans Night, Louis IX Room, **St. Louis.**

22—Chicago-Midwest Credit Assn., La-Salle Hotel, **Chicago.**

22—FCIA Workshop for insurance brokers, agents, international bankers, 9 a.m., World Trade Club, **Houston, Texas.** Sponsors: Foreign Credit Insurance Assn.; Field Office, Department of Commerce.

23—FCIA Seminar, 9 a.m. Dinkler Motor Hotel, **Atlanta.** Sponsors: Field Office, Department of Commerce; REEC; Georgia Bankers Assn.; Georgia Assn. of Independent Insurance Agents.

23—FCIA Workshop for insurance brokers, agents, international bankers, 9 a.m., Field Office, **Dallas.** Sponsors: Foreign Credit Insurance Assn.; Field Office, Department of Commerce.

23—In-Office Export Expansion Seminar, Field Office, **Los Angeles.**

27—Export Workshop, **Lorain, Ohio.** Sponsors: Lorain Port Authority; Chamber of Commerce; REEC; Field Office, Department of Commerce.

27—Export Expansion Seminar, **Orlando, Fla.** Sponsors: Central and North Florida REEC; Mid-Florida Technical Institute; Field Office, Department of Commerce.

27—"Show You" In-Office Workshop on Export Expansion, Field Office, **St. Louis.** Sponsors: REEC; World Trade Club.

27—In-Office Workshop for New Exporters, Federal Office Bldg., **Kansas City, Mo.** Sponsors: REEC; Field Office, Department of Commerce.

27—Monthly Export Counseling, Chamber of Commerce, **Pittsburgh.** Sponsors: REEC; World Trade Council of Chamber of Commerce.

27—In-Office Conference, Federal Bldg., **Detroit.** Sponsors: Field Office, Department of Commerce; REEC.

28—World Trade Seminar, Town House, **Kansas City, Kan.** Sponsors: REEC; Field Office, Department of Commerce; Chamber of Commerce.

28—In-Office Export Expansion Seminar, Field Office, **San Francisco.**

28—Round table "Profits in Exports" meeting, Peoples Trust Co. of Bergen County, **Hackensack, N.J.,** sponsors: Field Office, Department of Commerce; REEC.

28—"First Step" Export Workshop, Third National Bank, **Nashville, Tenn.** Sponsors: Third National Bank; Field Office, Department of Commerce.

29—In-Office Export Conference, 10:30 a.m., Field Office **Miami.** Sponsors: Field Office, Department of Commerce; South Florida REEC.

May

1—New England Conference on Legal Problems of Doing Business Abroad, Hotel Somerset, **Boston.** Sponsors: Boston Bar Assn.; Field Office, Department of Commerce.

4—Export Expansion Seminar, **Orlando, Fla.** Sponsors: Central and North Florida REEC; Mid-Florida Technical Institute; Field Office, Department of Commerce.

5—New Hampshire Conference on Foreign Trade, 9 a.m.-5 p.m., University of New Hampshire, Memorial Union Bldg., **Durham, N.H.** Speaker: Daniel L. Goldy, National Export Expansion Coordinator. Sponsor: University of New Hampshire.

6—Machinery-Metals Export Club, monthly meeting, Overseas Press Club, **New York.**

6—Air Transportation Seminar, 7 p.m., Sheraton Hotel, **Philadelphia.** Sponsor: American Society of International Executives.

6-7—Businessmen's Consultations with members, U.S. Trade Mission to Philippines, **Honolulu.** Sponsor: Field Office, Department of Commerce.

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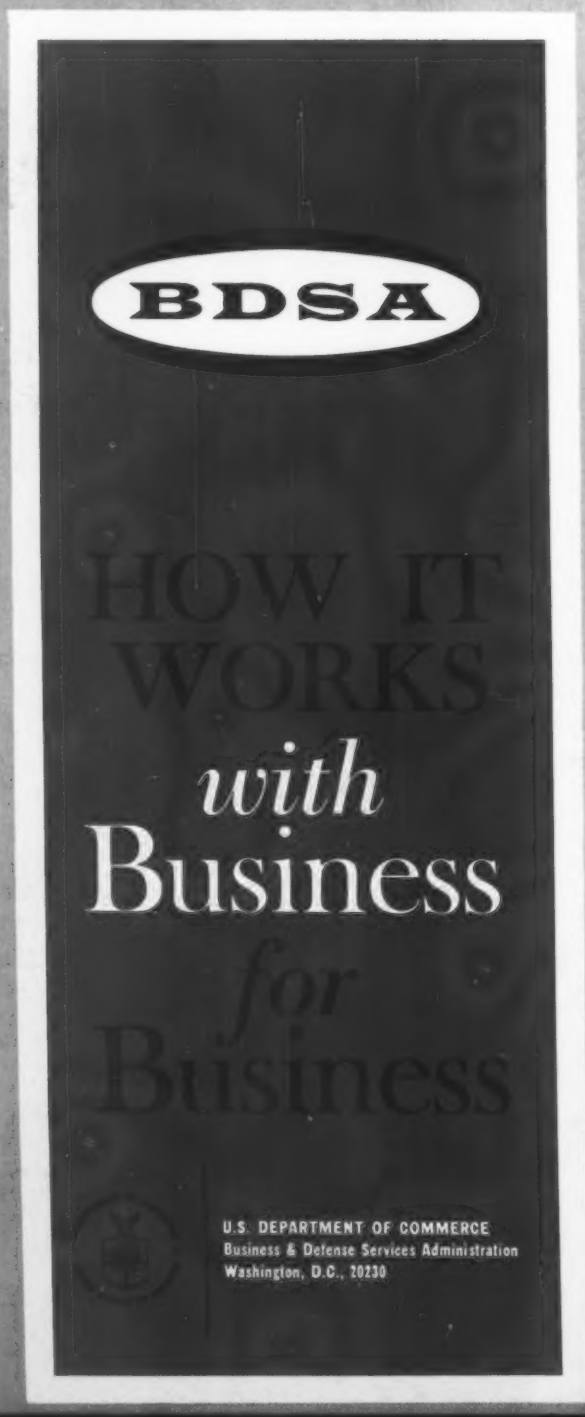

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